

THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume I

DENVER, COLO., FEBRUARY, 1920

Number 9

National Forest Range Improvement and Development

BY JOHN H. HATTON

WHEN THE FOREST SERVICE took over the administration of the national forests on February 1, 1905, it entered upon practically a virgin field of activity in this country, and one full of possibilities. Many of the mountain pastures previously in use had been over-grazed; many areas, especially in the higher altitudes, had been untouched; there was much that needed to be done in range improvement and development. In general, there were three lines of activity which seemed to point the way to progress and accomplishment:

1. Better regulation of grazing.
2. Construction of range improvements.
3. Artificial reseed-
ing.

Item 2 necessarily bears closely on Item 1.

Better Regulation of Grazing

While in many places stockmen had reached mutual agreements in the partitioning or allotting of ranges, the effect of these was more to eliminate controversy than to protect the range for indefinite periods. Utiliza-

tion and as much security as it was possible to get for the time being were largely the guiding principles in any co-operative effort among the stockmen themselves. So there was little in this country to serve the Forest Service as a precedent for forest grazing regulation.

The policies of older countries pointed to restrictions and then more restrictions, if not to the absolute exclusion of live stock from forest lands. It has been well stated by one well versed in grazing conditions in this country that "there was built up on the national forests, without precedent or guide, a system of controlled grazing such as the world had never before known."

The first step in improvement indicated was better range control without too many refinements. There

wasn't time for refinements. They meant delays and previous study, and the problem of administration was immediate—no "putting off until tomorrow." Cattle were turning their heads toward the mountains; sheep were seeking summer pastures. The Forest Service had



WATER DEVELOPMENT
Harney National Forest, South Dakota

suddenly come into the live-stock business on a huge scale, and must make the most of accumulated experience, original thought, and the application of Rule 40 (Rule 40 being a special rule known as "common-sense"). Said the Secretary of Agriculture in his instructions to the Forester, upon whose shoulders had fallen the responsibility of administering the forests:

You will see to it that the water, wood, and forage of the reserves [national forests] are conserved and wisely used for the benefit of the home-builder first of all, upon whom depends the best permanent use of lands and resources alike. The continued prosperity of the agricultural, lumbering, mining, and

tion, with minimum losses, and at the same time maintain the productivity of the forage crop. On the national forests there must also be kept in mind any harmful effects which grazing might have on forest growth and water resources. Live-stock uses necessarily came with the forests—a condition, or accessory—and were not the primary consideration in the establishment of the forests. With now nearly fifteen years of experience to draw upon, it may be generally stated that to maintain the natural productivity of the forage crop will not detract from the forest and water resources, which were



CATTLE IN ASPEN PARKS

Head of Beaver Creek, Durango National Forest, Colorado

live-stock interests is directly dependent upon a permanent and accessible supply of water, wood, and forage, as well as upon the present and future use of these resources under business-like regulations, enforced with promptness, effectiveness, and common-sense.

The national-forest grazing regulations were built up on these principles, and the very application of the regulations has therefore constituted the biggest step in range betterment. The ideal has not yet been reached, and much remains to be accomplished in the better or more complete application of these regulations.

Construction of Range Improvements

The economic value of a range depends upon its present and potential grazing capacity; in other words, its ability to sustain a maximum of stock in good condi-

tion, with minimum losses, and at the same time maintain the productivity of the forage crop. Although secondary, the economic value of the forage as a by-product, and the intimate relation the mountain areas have to live-stock production in practically all the western states, called for independent thought, the setting-aside of precedents, and the working-out of policies applicable to the peculiar conditions, both natural and economical, in this western country. In many cases nature had provided ideal conditions for live stock. In many others there was the feed, but no water to go with it, or no means of controlling stock upon the range.

Dealing, then, with conditions at hand, the next step indicated was the construction of range improvements.

These have consisted mostly of fences, water-development projects, trails, driveways, and, in later years, the control of poisonous plants. Since 1905 the Forest Service, independently and in co-operation with the stockmen, has constructed more than two thousand of these range projects, thus making for increased utilization, better distribution of live stock, and better range protection, besides a greatly enlarged output in live-stock products. The work in poisonous-plant eradication is demonstrating its value in live-stock saving, and is realizing an annual return of fully twice the investment cost wherever it has been undertaken. As a result of these

help nature to help herself. It may be that a Luther Burbank will some day find species of forage which will warrant their systematic introduction, but our present activity lies in the encouragement of the native species, as promising the quickest of returns in range betterment and in live-stock products.

However, to gratify insistent demands for reseeding work, as well as to satisfy the Forest Service itself in regard to its possibilities, some 450 seed-planting experiments were started in 1909, 1910, and 1911 throughout the national forests of the West. Twenty-two different species of grasses and other plants were employed in



SHEEP DRIVEWAY CUT THROUGH ALPINE TIMBER
Routt National Forest, Colorado

efforts, for example, the national forests of Colorado are carrying 37½ per cent more cattle and 112½ per cent more sheep than they carried eleven years ago, notwithstanding that in the meantime nearly a million acres were eliminated from the boundaries—a reduction of close to 10 per cent in pasture area.

Artificial Reseeding

While agricultural research has accomplished much in farming communities in the introduction of improved methods or the importation of new species, any attempt to improve upon the native forage within the mountains by artificial reseeding, on a scale as large as the forests, has met with only indifferent success. The lesson out of it all has been: Give the native species a chance, or

these experiments. The results of this work, although largely negative, were invaluable, because at small cost it was demonstrated early in the grazing administration to be impracticable, on a scale as large as the national forests, and having their peculiar natural conditions, to undertake the improvement of the ranges by artificial processes. The work was necessary because it was demanded and seemed to have possibilities; but it demonstrated, for the time being at least, that the most practical way to improve the mountain ranges and develop them as a whole would be to apply the principle of range control, or "help nature to help herself."

The quality of many of our native forage plants needs no discussion. Ask the cowman who uses the

foothill grama-grass type, or the wild-timothy and clover mountain meadows, or the wheat-grass, wild red-top, or bunch-grass ranges, so prevalent in the forests, what he thinks about them; or watch the cattle, waxed fat, returning from these pastures in the fall; and the story of our mountain grasses is told. Ask the sheepman whether he can make a May lamb weigh seventy pounds in September anywhere except upon the luscious weeds and juicy grasses which occur in the upper reaches and above the line of forest growth within the national forests. Compare the market price he receives for this product with that received for a similar product on the plains, and nothing further need be said about the quality of our mountain sheep pastures. Nature seems to have specially favored these areas, and has given us as our watchword in their management "normal range control." Experimentation is valuable, whether it pro-

duces negative or positive results, and a great deal of it was done by the Bureau of Plant Industry in the earlier studies of the open range. This work by another bureau of the department was carried on principally in the arid and semi-arid Southwest, and extended over more than a decade. It involved more than four tons of seed and over two hundred species of forage plants, and covered many square miles of territory; but the lesson that was learned simply pointed to the protection and fostering of the native species.

Normal range control, then, or giving the native species a chance by whatever practical means this may be accomplished, has proved to be the dominant consideration in national-forest range management. It is the keynote to successful handling of the mountain pastures.

Salting on the Forest Range

BY EARL V. STORM

Grazing Examiner, Great Basin Experiment Station, Forest Service

THE INCREASED DEMAND for meats and animal by-products within the past few years has clearly demonstrated that the best use of the range, without injury to other forest resources, is essential. Within the past few years improved methods of handling cattle, sheep, and goats have been demonstrated to the stockman on a number of our ranges. One of the outstanding features on cattle ranges is the "salting-plan method," which has resulted in conspicuous improvements to the range and profit to the stockman.

Cattle require a certain amount of salt to keep the system vigorous and healthy. The exact amount depends chiefly on the class of forage grazed and on the season, more salt being required while the forage is green and succulent than when dry.

Several different types of salt are used on the range, viz.: crush or loose salt, lump red rock (mined), containing natural oxidized iron, and a sulphurized rock salt. All are very good. There is probably less waste through use of the lump or rock salt, since it cannot be so readily melted by rains or trampled into the ground. The blocks or lumps may also be moved to another location in case the salt is not utilized by the stock. The availability and cost of placing the salt on the range will often determine which type is to be used.

The fact that salt is highly relished by cattle, and that the latter will travel a considerable distance for it, affords a means of distributing them over the range. In selecting salting places, the aim should be to place the salt on well-vegetated areas some distance from

water and natural pass-ways, trails, roads, etc., where the cattle can graze without injuring the ground cover. In this way it is possible to procure uniform grazing over the entire range.

In order to promote proper distribution of the stock, each salting place should be designated by number or name, and the place posted. In addition, the amount of salt to be placed at each salting station, with dates when it should be put out, should be determined in advance. The amount and time of putting out the salt are determined on the basis of the grazing capacity of the area which each salting ground controls. After the forage is consumed around one salting ground, salting is abandoned here for the season. Salt is then placed at another point, which should be on ungrazed range where the forage is later maturing.

Successfully to carry out a detailed salting plan as outlined, it is essential that the person responsible for the administration of the range see to it that the salt is put out in the proper amounts and on the dates decided upon. The salting is usually done by the herder. The herder also moves the cattle to new salt grounds, prevents drift from the area, and looks after the welfare of the stock generally.

Salting plans have been successfully carried out on many forest ranges of the West, but there still remains much to be done along this line. Where the range was gradually becoming depleted, it has in some instances been possible to prevent reduction in the number of stock permitted through proper salting, which resulted in more uniform utilization over the entire allotment.

Address of President John B. Kendrick

At the Twenty-third Annual Convention of the American National Live Stock Association, Spokane, Wash., January 27, 1920

THE PAST YEAR has been a period of storm and stress for the live-stock industry. The year began with many unusual promises of reasonable profits; it brought instead many unusual and perplexing problems. A year ago our products were selling on a high plane of values, with a demand, both foreign and domestic, apparently equal to the supply. The record of the season was one of unstable and fluctuating values, with demands for some of our products increased and for others greatly reduced. Unstable markets and declining values have brought disaster to maturers of live stock, while the ranges of the Northwest have, in the language of the late Bill Nye, been stricken by the worst drought that ever visited a republican form of government. For the great majority of stockmen it has been a time of limited profits and unlimited anxiety and worry.

One of the most regrettable results growing out of the adverse range conditions is found in the premature marketing of many thousands of breeding stock. The detrimental effect of this movement is twofold: it has oversupplied and upset our present market, and this will probably be reflected in an undersupply for the future.

Sheep receipts at sixty-nine markets, reports from which were compiled by the Bureau of Markets of the Department of Agriculture, showed an increase of 5,000,000 head in 1919 over the receipts of 1918, although the receipts of cattle and hogs at these same markets for the same period fell off, respectively, 681,000 and 342,000 head. A more striking picture of the general situation, however, is to be found in the transactions at the Union Stock Yards in Chicago, where, according to the *Chicago Daily Drovers' Journal*, although receipts of all kinds of stock were almost 450,000 greater than during 1918, the valuation of all stock received was almost \$24,000,000 less in 1919 than in 1918.

In the face of such conditions, where are we now to find the inspiration to increased production?

The Export Trade

It was the general expectation, after the signing of the armistice, that exports of meat from the United States to Europe would rapidly drop off; but, according to the figures of the Foreign Market Section of the Bureau of Markets, commercial exports of meat from the United States during 1919 were greater by over 600,000,000 pounds than the commercial exports of the year 1918. What the next year will bring forth in the export trade no man can say. It is clear, however, that there is great need in Europe for American food, and the opening of this market to our producers depends largely upon what arrangements can be made for European credits. Within the month Secretary Glass has requested Congress to authorize an appropriation of \$150,000,000 for the distribution of foodstuffs in Austria, Poland, and Armenia, where starvation has already begun to lay its grip upon the populations of those unhappy countries. It is expected that Great Britain will take some part in the feeding of this portion of Europe. But the war has been so great a strain upon the financial fabric of every nation in the world, save the United States, that most of the assistance will necessarily have to come from our country. Alone of all the nations in the world, the United States is still capable of extending the credits that will make it possible for stricken Europe to rally from the desperate hardships that now beset

it. Such an advance as that requested by Secretary Glass, like the appropriation of \$100,000,000 made a year ago at the request of President Wilson and Mr. Hoover, will have the double tendency, not only to stabilize Europe, but to open European markets to American food products, meat included. Your representatives at Washington were aware of this opportunity, and many months ago placed before the officials of the War Finance Corporation the request for government co-operation in the export trade, with the result that this war-time body agreed in a public statement to extend credits to any responsible exporter of meat and meat products.

It is possible, therefore, that the extraordinary record of 1919 may be duplicated, and that we shall continue to export large quantities of meat and meat products. Careful investigation of European conditions by experts of the Bureau of Markets reveals the fact that there is a general shortage of live stock, meat, and dairy products even in the allied countries. Great Britain is returning to normal much more rapidly than any other European power, so far as the meat situation is concerned; but British officials believe that necessary beef imports will be obtained from South America and Australasia, where it can be purchased at lower prices than in this country. It is indicated that Italy will need approximately 40,000,000 pounds of beef a month from outside sources. In France the number of cattle has been reduced from approximately 15,000,000 in 1913 to 13,000,000 in June, 1918; but the French government has been planning to encourage the imports of live animals in order to build up the herds again. How much demand there will be for dressed meat is problematic, for the reason that the people of France have not been accustomed to eating chilled or frozen meat. Under all circumstances, however, Europe needs food, and the first market that will be created there is the market for food products.

Foreign Competition

We are prompted, then, to inquire how South America and Australasia are equipped to meet this demand. Reports from Brazil indicate that the government of that country has undertaken an active campaign to improve the quality and encourage the production of Brazilian cattle by subsidizing the importation of pure-bred stock. In Argentina also concentrated efforts are being made to develop, not only production, but the preparation and distribution of meat products, and it is notable that Argentine exports of frozen beef in 1918 were substantially 150,000,000 pounds greater than exports in 1913, before the war. It seems clear, therefore, that if South America were in an equal position with this country to supply foreign credits, we might very naturally expect to lose practically the entire foreign trade to our Latin-American neighbors.

Recent reports from Australia indicate that abnormal circumstances there are also working in our favor. Prompted, apparently, by the fear that the export market would draw Australian meats out of that country, thereby creating a scarcity and high prices for citizens of the state, the government of Queensland has recently commandeered the entire meat supply in that state and all that may be produced during the next five years. The significance of this action will be more apparent when it is recalled that Queensland is the chief beef-producing state in Australia, and that hitherto by far the greatest pro-

portion of beef exported from that continent has come from Queensland. Added to this is the fact that New South Wales, the chief sheep-producing state of Australia, as well as Queensland, has during the past year suffered droughts and other depressing circumstances which are likely to affect seriously the export trade, at least for the next year.

The American Market

Much as it may be desired to build up a large foreign market for American meats, the chief reliance of American producers now, as always, must be placed upon American consumers. It is a fact perhaps not sufficiently appreciated that, although our exports in 1919 amounted to almost 2,000,000,000 pounds—twice as much as we sent abroad in 1915—they represented less than 9 per cent of the American meat production. This, taken in connection with the equally important facts that the cattle population of the United States has not kept pace with the growth of the human population, and that the figures of per-capita consumption, as compiled by the Food Administration and the Department of Agriculture, show that the American people are not eating so much meat, as individuals, as formerly, seems to indicate with unfailing accuracy that the American market may be developed to a much greater extent than has hitherto been deemed possible.

One of the factors, however, which combine to make the outlook difficult is the fact that now as never before the industry is facing steadily mounting costs of production. Labor may be obtained today only at prices that would have been believed impossible a few years ago. The cost of feed produced on the ranch and on the farm is steadily advancing, while the government—federal, state, and county—everywhere has heaped one burden of taxation upon another. Added to this has been the increase in the cost of marketing. Freight rates, yardage charges, and selling commissions have joined the universal advance, until the stockman now finds it possible to unload his consignments in the stock-yards only after an outlay at least 25 per cent greater than that of a few years ago. Nowhere on the horizon does there seem to be the slightest prospect that this process will be reversed. We shall be thankful indeed if it can be arrested.

Meanwhile, instead of waiting with hopes many times deferred for the restoration of old conditions, it behooves the stockman to adjust himself to conditions as he finds them and in self-reliance work out his own salvation. As an invaluable aid in meeting this situation we recommend closer individual attention to determining the cost of production. I should be willing to warrant the statement that in the past not one in a hundred of us has known his exact costs. We have followed speculative rather than business methods, though there is none of us who does not know that that road is eventually the road to ruin. By changing our methods of management, by eliminating waste and stopping leaks, we can effect savings that will enable us to meet increased costs and still have some margin of profit. Adversity will have had one beneficial effect if it leads us to the more general introduction of business methods.

But, as we apply ourselves with whole-hearted diligence to necessary personal reforms of this kind, we must not forget that our ultimate goal as producers is the market. The live-stock man, be it remembered, enjoys no immunity from competition. He must meet and take his chances of standing or falling in competition with both domestic and foreign producers. The only protection he has against the latter is the cost of transportation, which, by water, is little enough. At the same time he is forced to compete in the keenest and most constant manner even with his next-door neighbor; and, while the thousands of American producers are thus selling in rivalry with one another, the interests which buy their products have, until

recent years at least, been undergoing steady concentration of control. If the stockman is to produce in confidence, he must sell in an atmosphere of confident security. Naturally, therefore, he has always sought an improvement of market conditions, and four years ago, under the auspices of this association, began the campaign which we now all hope will finally bring the attainment of his object.

The Market Committee Campaign

It is needless to recount the conditions and the steps which led to the appointment of the Market Committee at the El Paso convention in 1916. Every stockman knows them. The markets were enveloped in an atmosphere of uncertainty and doubt. Suspicion and distrust lurked in the minds of all; and, with the single purpose of discovering the cause of dissatisfaction, so that it might be removed, the association, acting through this committee, undertook the work.

The task was a vital one—a task affecting not only the prosperity of the members of the association and of all the countless producers throughout the country, but the financial interests of powerful corporations whose ramifying connections involved literally thousands who had never seen a stock-yard nor a meat animal on the range or in the pasture. It was a task, also, that had a very real meaning for every family in the country; for it affected every table.

As might be expected of an undertaking of such vast importance, misunderstanding, criticism, and opposition were aroused, because the time came when some of the activities of the committee seemed to be directed against the big packing-houses. Yet I think it may be truthfully said that, through the four years of its labors, the committee has not for one minute lost sight of the purposes for which it was selected; has not allowed itself to be led toward thoughts of vengeance and punishment; has not permitted itself to indulge the luxury of personal recrimination. It has been interested in the past only as the accurate history of the past might point the way to future action. The welfare of the industry was the end and object of all its efforts. And today, as a consequence of the work of the Market Committee of this organization, I am able to rejoice with you over the recently announced success of the Attorney-General of the United States in influencing the packers to do some of the things which we believe will lead to the elimination of abuses and conduce to a better understanding in our markets.

I say that this victory of the Attorney-General was a product of the work of the Market Committee of this association, because it was this committee—backed up, as it was, by the moral support of this great association—that succeeded, in spite of many obstacles, in persuading Congress to make an appropriation for a formal investigation of the meat-packing industry. It was your Market Committee that brought about the investigation of the Federal Trade Commission. It was the facts secured by the commission that armed the Attorney-General for his negotiations with the packers. Call it sensational if you will; call it unfair; call it radical—the Federal Trade Commission needs no defense from me. But it uncovered the facts—facts which the members of this organization had long suspected regarding the concentrated control of all the agencies on which our industry depends; facts that emboldened the Attorney-General to go before a Chicago grand jury; facts that induced the packers to accept without contest an injunction requiring them to surrender some of the control they had gained over the food supply of the nation. I have no hesitation and a great deal of pride, therefore, in recounting the vital assistance which the association rendered toward the achievement of this end during the year 1919.

The Injunction against the Packers

It is proper, I am sure, to review briefly at this time the nature of the mandate which the government is soon to issue through one of its courts for the regulation of the packers. Shortly after Mr. Palmer became Attorney-General in March, 1919, he gave his personal attention to the conditions which were alleged by the Federal Trade Commission to exist in the meat-packing industry. He detailed several attorneys in the Department of Justice to review the findings and the evidence of the commission, as well as the evidence adduced by the committees of the United States Senate and the House of Representatives which had held hearings on proposed legislation dealing with the subject. He was satisfied, by the results of this study, that the time had come to move in the courts. The first step was taken before a grand jury in Chicago to which some of the evidence was presented. This jury failed to indict, and the Attorney-General let it be known that it was his purpose to lay the whole case before a federal grand jury in New York. Thereupon, at the instance of the packers, the negotiations were opened which led finally to their submission.

The injunction, to which they have already given their consent, will be issued out of a United States court. The Attorney-General will file a formal bill; the packers will file a formal answer; and the court will issue a formal decree upon which the agreement has been reached. This decree will be drafted on the theory that it is necessary for the purpose of dissolving an unlawful monopoly. By its terms, the packers will be ordered:

To sell all their holdings and interests in public stock-yards, stock-yard railroads and terminals, and market newspapers;

To sell all their holdings in public cold-storage warehouses, except such as are necessary for their own meat products;

To abandon the use of refrigerator cars, branch houses, and auto trucks, the elements of their distributing system, except for the transportation and hauling of their own meat and dairy products;

To give up all so-called "non-related industries"—wholesale groceries, fish, vegetables, fruits, jellies, spices, cigars, etc.;

To abandon the retail meat business;

To submit to the perpetual supervision of a United States District Court forbidding them to maintain, directly or indirectly, any combination or conspiracy among themselves or with any other persons for the purpose of monopolizing, or attempting to monopolize, any food product in the United States.

In accepting this settlement, the packers have announced that they have done so only because of their desire to disabuse the mind of the American public of the belief that they intended to maintain a monopoly of the American food market, and have denied that they have violated any law. So be it. We are not now, and never were, interested in motives. We have been interested only in results. The mere recital of the orders of the court to which the packers have agreed to yield obedience is the most convincing sort of argument that the contentions of your Market Committee from the beginning have been correct. It is the proof that there did exist in this country—whether in violation or evasion of the law is of no importance—a powerful centralized control of the food industry by a few individuals. Our business now is to see to it that no other few individuals shall ever again be permitted to acquire similar control or similar power. Our duty now is to write this victory down in the statute-books of the nation, so that changing judges may not bring changing injunctions. If it be true, as the packers say, that they have violated no law in building up this vast commercial edifice, we cannot escape the obligation of giving them a law that they must not violate—a law that will prevent them, or any other set of individuals, from ever attempting to follow their example.

Results of the Campaign

I am aware, of course, that this policy has been criticised—honestly and sincerely criticised, I acknowledge—by those who felt that it would be detrimental to the best interests of the association and of producers in general. But I fear our critics have overlooked some of the obvious results of our campaign. The past four years, during which the demand for an untrammelled market has been laid before the people, have seen the growth of more independent packing-houses than ever before ventured to enter the field. I speak, not for myself, but out of the experience of the Big Packers, who early last year testified before the Senate Committee on Agriculture that they had never known so many new packing-houses under construction as at that time. The compelling fact is that the first feeble signs of returning competition in the great markets of the country have accompanied the efforts of this association to turn the great healing light of publicity upon this business. Not only that, but, in their disposition to criticise, they have overlooked another important fact. The year 1918, which saw the largest production of meat ever recorded in the United States and the largest actual consumption by the American people, was also a year which saw the packers under close supervision by the government through the Food Administration, and the stock-yards under the watchful eye of the agents of the Department of Agriculture. The activities of the Food Administration did not bring disaster to the packers, nor did the work of the officials of the Bureau of Markets effect the slightest injury to our great markets. None of those predictions of the ruin that would follow in the wake of so-called "meddling governmental interference" was fulfilled. Rather, indeed, was the reverse true. Rather, indeed, did our troubles revive when the Food Administration went out of existence and the Bureau of Markets ceased to exercise the war powers granted by the Food Control Act.

Legislation

No man need fear the results of the legislation that we ask. We offer no radical experiment. We propose no revolutionary change. Our plan is the very essence of conservatism; for it aims only at the restoration in the American live-stock market of the free and unfettered application of the law of supply and demand.

Do we seek vengeance on any man or any set of men? Not by any means. Let the dead past bury its dead.

Are we trying to set up some altruistic scheme proposed by theorists who know nothing of our business? Not at all. We are intensely practical. We want to create a situation that will enable the American producer and the American packer to develop to the very fullest extent the great possibilities of domestic and foreign trade.

Have we any thought of introducing a policy of price-fixing through government or trade agencies? On the contrary, our purpose in seeking this legislation is to avoid that very thing. We want to make it impossible for any person, official or unofficial, to name the price at which the producer sells or at which the consumer buys.

Do we propose interference by any outside agency in this industry to which we have given our lives? Far from it. We want to prevent interference. We want to tear down artificial restraints; we want to abolish arbitrary restrictions. We want a free American market—a market which every day shall register the value of a consignment of live stock as accurately as the scales register its weight.

To bring this about, two things are needful:

1. The removal of all instruments of monopoly;
2. The establishment of an official agency which, through the permanent light of publicity, will reveal all the facts having

to do with the operation of our markets, and which shall be enabled to proclaim those facts with the voice of authority to all interested parties. "Ye shall know the truth, and the truth shall make you free."

This is a national, not a local, problem. It is not a question of what our profits shall be or what the profits of the packers shall be. It is a question of the ultimate good of the entire nation; and there is not a hungry child in the humblest home in America who is not vitally concerned in the solution of this problem.

Those who oppose this legislation contend that there is no more reason to legislate for this industry than for any other. We contend that such a position is untenable, for the reason that there is no similarity between this and other lines of business, either in volume of transactions or in the methods employed. The character of the product and the ever-increasing difficulties under which it is marketed place the shipper of live stock under many natural disadvantages. Under the present system he has no choice either of markets or of market facilities. He may certainly decline to ship to the market nearest to him and send his stock to one farther away, but in so doing the only change is a geographical one. He must in the end pay the same prices per head for yardage; the same, or practically the same, prices for feed; he must pay the same commission to the same commission firms, and sell his stock to the same buyers. If he tried one market and then decided to ship to another, there has been unquestioned evidence that in the past he was punished. The result generally was that the last stage of that man was worse than the first.

In the light of these and all other facts, so familiar to all of you that they need no recounting, our central markets long ago became great public utilities through which must pass, not only the greatest volume of business of any industry of the nation, but one of the most vitally essential of the nation's food products.

Every man connected with the industry in any capacity should enter these great public markets with the fullest faith and unflinching confidence. He should at all times feel the pride of proprietary interest. To inspire such faith and pride in our markets, the basic principle on which they are conducted must be the principle of fair play; and, in order to dispel all doubt on this question, those authorized to report on the facts of any market must be disinterested agents in whom all have confidence.

You all know that the history of the producer in the last thirty years has been the history of constant change. Time after time, to our knowledge, one set of men has been driven out of the business by hardship and disaster, while another set from the vast army of recruits has entered to take their places, in the hope that they would have better fortune. Rare indeed is the producer who has been able to hand his business down to his son, while those who prepare our product for the consumer have gone on even to the third generation. We insist, therefore, that something shall be done to stabilize conditions for the producer. We are not so much concerned about the men who are shipping in large numbers—men who may perhaps be known personally to the large buyers, and who stand on a level with them—but we are concerned in securing fair play for the great multitude of shippers who send only a few head to market. We are concerned in getting fair play for the man who sends only one animal to the stock-yards.

It is to be hoped, therefore, that the submission of the packers to the Attorney-General's demands is an indication that they will no longer resist the just demand for legislation. But, if there is still opposition—opposition that would prevent legislation, for I do not refer to those who believe constructive criticism would help—let those who obstruct the solution of this problem take thought. This nation is not going to abandon the path of progress. We have not yet come to the time in civilization when we may stop and say: "We have learned enough." There is much yet to be done, and that man who has any proprietary interests, who has any vested rights, has a vital stake in the settlement of this problem. If he fails to keep step with progress, or does anything to hinder the advance, he will himself be the heaviest sufferer in the end.

The live-stock industry is no exception to the general rule. It must go forward or it will inevitably fall behind. We are standing at the beginning of a great period of reconstruction. Changes that go to the very heart of our economic and social structure are being slowly worked out. We must make up our minds to become part of these changes and help to guide them, or to become the victims of them.

Let us, then, loyally unite our thoughts and efforts in the common cause. Let us work together that the day may speedily come when over the gate of every great stock-yard in the country shall be inscribed the motto:

"Equal opportunity for all, special privileges for none."

Report of Market Committee Of the American National Live Stock Association Presented at Spokane, Wash., January 27, 1920

To the President, Executive Committee, and Members of the American National Live Stock Association:

It is a privilege to present to you the fourth annual report of your Market Committee. Fortunately you have had the benefit of your own official organ, *THE PRODUCER*, since June, 1919. It is a credit to the association and supplies a long-felt need. Inasmuch as you have, through it, been kept quite fully informed regarding the Market Committee's activities, it will be unnecessary for us to go into as much detail as usual in our annual report. We shall rather deal with the larger aspects of the problems to which we have, to the best of our ability, devoted our energies.

Four years ago, at El Paso, when the Market Committee was first created, this association started a movement which was destined to produce results of tremendous import to our industry, to the country, and to the whole world. We have been dealing with world-forces. Whatever involves the equitable distribution of the food supply produced by this nation involves the economic welfare of men everywhere.

What the Committee Set Out to Do

Reduced to its simplest terms, the problem we have been attempting to solve is simple enough. It is nothing more nor less than whether this democracy shall permit a few men of unlimited power and unlimited wealth to stand between the

producers of foodstuffs, on the one hand, and the consumers, on the other, and dictate the terms on which each shall live. In other words, shall measures be taken to restore competition and free markets for live stock and the products of live stock? The Market Committee has never had any doubt as to where the American people would stand, if the matter could once be placed fairly before them. The forces of reaction appreciate this, and have spared neither time nor treasure in a desperate effort to prevent the issue from being clearly defined. They have raised many false ones, and the process of educating the people and developing a public sentiment that would demand reform has been a slow and tedious task. That has been our job.

By the time the war intervened, in April, 1917, enough had been accomplished to put the country on its guard. As a result, the packers were put under federal license, thereby saving the people many millions of dollars. Loose as the control was, it exerted a real restraining influence and established the valuable precedent of government regulation. The summary of the report of the Federal Trade Commission in July, 1918, and the subsequent instalments, were a revelation to the country as to the real character of the packer monopoly. The free discussion in the daily press and the farm journals of the packer-regulation bills introduced in Congress has been of great educational value. The monumental advertising campaign of the packers has directed attention to the subject, and possibly has had an effect opposite to that which was intended. As the cost of living has mounted and the food problem the world over has become of absorbing interest, there has come to be a much better understanding of the packer menace. In ever-widening circles the demand has grown for legislation which will secure economic justice for all.

Post-War Problems Many and Difficult

During the war there were many diversions. It was an emergency, and a time for temporary measures, so as to "get by." The entire live-stock industry, including the packers, necessarily was put on an emergency basis. Both producers and packers did their full share—they "delivered the goods." But, since the fighting ceased, industrial conditions the world over have been, and are, chaotic. Today, with wild governmental and economic theories and practices rampant in Europe, with some of the nations powerless to feed their starving people owing to the peace terms imposed on them, with the system of distribution in Europe not functioning in many places, even where there are supplies, and no system of international credits worked out so that our own surplus food products can go freely to Europe, the situation is such that no man is wise enough to foretell with any degree of certainty what our own economic future will be, much less that of other nations.

There are, however, indications that progress is being made. The entry of the great banking house of J. P. Morgan & Co., with its associates, into the field as international merchants, prepared, under the Edge bill, to furnish credits on a vast scale to foreign buyers of our products; the plan of our government to finance Austria and other central European nations to the extent of one hundred and fifty to two hundred million dollars for purchasing our food products; the call for a great international conference to find a remedy for the financial and commercial chaos caused by the war, all promise better times ahead. Our industry will be one of the first to benefit. Stockmen and farmers as a class have alone maintained production—obviously to their own relative disadvantage. A continued broad export demand is essential to take care of our surplus live-stock products and restore the proper balance.

Legislation Advocated and Introduced

In all this confusion your Market Committee, during the past year, has worked steadily toward placing the live-stock

industry on a sound economic basis through legislation. You will recall that a year ago you passed a resolution urging both producer and consumer vigorously to support a measure in line with the proposed Kendrick bill (S. 5305), and you also directed us by resolution to co-operate with other live-stock and farm organizations. We did so, and went farther by awakening the interest of consumers' organizations, like the National Consumers' League and various other organizations. These people had ideas of their own regarding the scope of the legislation. The Kendrick bill did not go far enough to suit them. They came in force to Washington early in 1919, determined to have their views recognized in the bill. The result was that on June 19, 1919, Senators Kendrick and Kenyon each introduced a bill in the Senate. The two bills were in the main very similar and quite in harmony. The Kendrick bill was strengthened and improved in some of its details. To meet the more radical views, the Kenyon bill went considerably farther than Kendrick's. For all practical purposes the bills should be considered together, especially as they have recently been merged by their authors into one bill, known as "An Act to Create a Federal Live-Stock Commission."

Packer Opposition Encountered

The "K-K bills," as they are popularly known, have furnished the storm center around which the battle has raged for the last nine months. First, in order to discredit the bills, the packers, assisted by the commission men and the stockyard press, spent money lavishly in wholesale advertising which thoroughly misstated the character of the legislation and the attitude of the great body of producers regarding it. The fierceness with which the packers attacked the bills, and the great campaign of misrepresentation, are probably without precedent in our legislative annals. A systematic attempt was also made to prevent live-stock associations from endorsing the bills, with the result that a few of the state associations were divided, while nearly all the important live-stock and farm organizations in the country have gone on record in favor of some sort of federal regulative legislation. The list is too long to recount here in detail. Besides these agricultural organizations, the National Consumers' League and the Farmer-Labor Conference of November 21-22 have endorsed the Kenyon bill. The former has entered the field and is doing effective work for federal regulative legislation of the packers.

Early in March, 1919, the packers launched a thoroughly worked-out plan for a joint committee of the packers, producers, and commission men, including a government representative, ostensibly for working out problems of mutual interest and stabilizing the markets for live stock. Under the plan the live-stock producers would have held a minority vote. Your president and the Market Committee realized that such a committee might easily be used to block legislation, and by prompt action the plan was frustrated, and in its place there was organized a strictly Producers' Committee of Fifteen, which, after several meetings with the packers, voted to turn over its functions to the National Farm Bureau Federation.

The hearings on the K-K bills before the Senate Agricultural Committee commenced on August 18, and continued until September 13. The Federal Trade Commission first testified, and gave the bills vigorous support. The packers, with their host of inspired and uninspired witnesses, followed. They were primed, and attacked the bills in force. Fortunately their ammunition was as deficient in quality as it was large in quantity, as two very large volumes of the Senate hearings, filled mostly with their testimony, attest. The policy was to overwhelm the committee with an avalanche of witnesses.

Your Market Committee, with its limited resources, met the situation as best it could. In August we met in San Fran-

cisco and sent a statement to the chairman of the committee (Exhibit A*) and a letter to the President (Exhibit B†), which were given considerable publicity, and which not only exposed the reprehensible methods of the packers, but stated the real character and purpose of the bills. When the opposition had finally finished, the members of the Market Committee and other representative stockmen appeared before the Senate Committee in rebuttal and testified for the bills. Our testimony has been published in pamphlet form and has been sent to the members of our association. Several leading farm journals have quoted from it.

Palmer-Packer Compromise

The consideration of the Peace Treaty and the adjournment of Congress delayed consideration of the bills. Meanwhile the Attorney-General was pressing his anti-trust case against the packers. He was ready to place the matter before the United States grand jury sitting in New York in November and December. He fully expected to show that the packers were guilty of violating the anti-trust laws. They were between two fires: on the one hand, effective governmental regulation; on the other, prosecution by the Department of Justice. The wholesale grocers were pressing. The public was demanding action. The opportunity to submit to the terms dictated by the Attorney-General came, and they seized it. He withdrew his suits, and they agreed to submit to all the contentions of the government and to an injunction decree of the United States District Court under which the defendants and each of them, either as corporations or individuals, are compelled—

"1. To sell, under supervision of the United States District Court, all their holdings in public stock-yards, stock-yard railroads and terminals, and market newspapers;

"2. To dispose of all their interests in public cold-storage warehouses, except as necessary for their own meat products;

"3. To forever dissociate themselves from the retail meat business;

"4. To forever dissociate themselves from all 'unrelated lines,' including wholesale groceries, fish, fruit, vegetables, and a great variety of foods;

"5. To forever abandon the use of their branch houses, route cars, and auto trucks for any other than their own meat and dairy products;

"6. To perpetually submit to the jurisdiction of the United States District Court, under an injunction forbidding the defendants maintaining a monopoly on any food product in the United States, or indulging in any unfair and unlawful practices."

Victory Should Be Made Complete

It is inconceivable that the packers would have consented without a struggle to abide by such a decree if they had a reasonable expectation of being able to prove their innocence of the charges. What do they gain by submitting? Temporary immunity from prosecution. They also hope to quiet the public demand for federal legislation and to be let alone. They have early yielded what ground seemed absolutely necessary in order to avoid giving up more later. It is a very clever and far-sighted move; but it will not accomplish its purpose. People are asking everywhere: Is it a surrender, or is it an armistice? It is neither. It is a great victory, as far as it goes; but the fruits of victory can be made secure only by legislation which will not alone provide an efficient agency clothed with authority to make the decree of the court effective, but also provide for those other things without which the markets cannot be free; namely, government regulation, publicity, uniform accounting, refrigerator-car service—which all together mean equal opportunity. These must be provided for before the unrest and suspicion which surround the packing business will cease. Neither the packers nor the Attorney-General, who is reported to deprecate legislation at this time, un-

derstand the temper of the people if they think a permanent treaty of peace will be signed until constructive legislation has been placed on the statute-books. We demand a clear, open system of production, manufacture, and distribution, free from dark passages concealing the real beneficiaries of the consumer's dollar. Nothing short of this will satisfy the public or restore that confidence of producers in their industry which is a prerequisite to production.

We are not minimizing the importance of the decree. Far from it! The Attorney-General has placed this estimate on its value: "It establishes the principle that no group of men, no matter how powerful, can ever attempt to control the food table of the American people, or any one of the necessary or component parts of it." Both our attorney, Mr. Fisher, and our secretary, Mr. Tomlinson, have attached great importance to it. The former states that this decree "is a complete justification of the up-hill but resolute fight to clean up intolerable conditions in the marketing of live stock and other food products which was begun by the Market Committee of the American National Live Stock Association four years ago." The latter says: "The injunction decree embodies many of the principles for which the American National Live Stock Association has been striving, and for the furtherance of which the Market Committee was organized in January, 1916." Their statements to the press are respectively Exhibits C and D*, and should be carefully read.

Agreement Does Not Obviate Need of Legislation

During the past year the packers have had much to say about co-operating with the producers, and some producers have criticised the committee for its lack of enthusiasm on this subject. There are different varieties of co-operation—therein lies the difficulty. The kind of co-operation proposed means the defeat of the very principles for which we have been striving. We fully realize that best results for our industry can be achieved only when human fellowship obtains between producer and distributor—when there is personal contact and a recognition of a mutuality of interests. But it must be something more on the part of the distributor than a cold-blooded effort to keep the producer producing. That mutual understanding can never be as long as the packer denies the producer that economic justice which can come only through federal legislation creating an impartial agency which will guarantee that those powerfully organized do not take an unfair advantage of the unorganized. That would mean an enduring peace—a peace which will establish confidence, insure production, and provide a fair return to producer, manufacturer, and distributor. We hope the day is not far distant when the packers themselves may realize this and withdraw their opposition.

Provisions of New K-K Bill

On January 5, 1920, the Agricultural Committee of the Senate resumed hearings on the new bill. During the intermission the authors of the bills had worked them over and merged them into one bill. On the above date they laid the new bill before the committee. Senator Kendrick has already explained it in detail, so we shall touch only on its main points. It contains most of the essential features of the old bills, but out of deference to the opposition makes some very important modifications:

First, it provides for the appointment by the President of a Federal Live-Stock Commission, which not only takes the place of the Secretary of Agriculture in administering the law, but also takes over the powers and duties of the Federal Trade Commission, as far as they apply to any person, partnership, or corporation subject to investigation or regulation under the provisions of the proposed Federal Live-Stock Commission Act. The Department of Agriculture, the Federal

*Printed in the September number of The Producer, p. 12.
†Ibidem.

*Printed in the January number of The Producer, p. 16.

Trade Commission, and other departments of the government must co-operate with this commission, as the President may direct.

Second, the license feature is eliminated, and the commission is given the power to make such rules and regulations as may be necessary to carry out the provisions of the act.

Third, the receivership feature is also eliminated, and the court processes are somewhat simplified.

Fourth, the regulation of those engaged in distributing live-stock market quotations, or live-stock market news, is eliminated, as also is the regulation of those handling dairy and poultry products.

Fifth, the section regarding refrigerator cars is left in the new bill, but we are advised by Senator Kendrick that this section will be eliminated, and that an amendment to the railroad bill will provide for adequate refrigerator-car service for those making reasonable request, leaving the packers undisturbed as far as their refrigerator cars are concerned.

The packers are not subject to fine or penalty of any kind until they have had full opportunity to be heard in court. The Supreme Court of the United States is the final arbiter. Thus the principal objections of the packers—namely, "rule by an arbitrary dictator," the license feature, and the refrigerator-car question—have all been met. There has been considerable misapprehension regarding the certificates of registration. These apply only to those corporations, described in section 26, which apply for them, and may be issued at the discretion of the commission.

Stockmen Must Keep Up the Fight

The time has come for you to determine your future policy regarding the most important feature of your work. This association, for four years at least, has been a militant organi-

zation, fighting for progress, demanding that a vicious and worn-out system be discarded and in its place be substituted a system in harmony with the times—a system of human fellowship and equal opportunity. To your zeal and untiring efforts is due the great victory of the Attorney-General. Without you there would have been no investigation by the Federal Trade Commission, no facts on which the Attorney-General could have based his demands.

You are facing the supreme crisis in your affairs. It is inconceivable at this turning-point that you should not measure up to your opportunity and make a half-won victory a complete victory. First, you ought to make clear to the Attorney-General, and to the country, the tremendous interest of the live-stock producers in making his decree effective. You ought to offer your co-operation in working out its terms. The disposition of the stock-yards is a most difficult problem. It demands immediate consideration and requires careful study. The responsibility is yours. Second, you ought, with renewed vigor, to continue the fight for legislation. You are most fortunate in having as your president a leader in that fight who knows no turning back. He should have, not only your moral support, but the advice and help of an active and well-informed Market Committee, which in turn should be provided with sufficient funds to make its co-operation effective.

Respectfully submitted,

H. A. JASTRO, *Chairman*;
E. L. BURKE, *Vice-Chairman*;
CHARLES D. CAREY,
DWIGHT B. HEARD,
C. M. O'DONEL,
I. T. PRYOR,
H. C. WALLACE,
Market Committee.

Resolutions

Adopted by the American National Live Stock Association At Annual Convention at Spokane, Wash., January 29, 1920

RESOLUTION NO. 1

League of Nations

WHEREAS, The armistice has been signed for over a year, the country is full of unrest, and there is an uncertainty in regard to the future that should be allayed as soon as possible; therefore be it

Resolved, By the American National Live Stock Association, in annual convention assembled at Spokane, Wash., January 27-29, 1920, that the Senate of the United States should promptly enact into binding statute the League of Nations pact, safeguarding American interests to the fullest extent by all the reservations that may be deemed necessary to secure this result. Such reservations must be so strong as to leave no doubt as to any constitutional limits. The Constitution of the United States must be preserved in all its Americanism and for the perpetuity of the nation. If the covenant cannot be passed in this form, then the war should be declared at an end as far as the United States is concerned.

RESOLUTION NO. 2

I. W. W. Legislation

WHEREAS, The radicalism of Europe, engendered or liberated during the war, has spread to this country, resulting in organized bands of unproductive radicals, spreading discontent and anarchy among our people; and

WHEREAS, Many of these agitators are aliens within our border, who have developed an express purpose of destroying our form of government, and instituting in its place a reign of blood and terror; and

WHEREAS, Federal agencies are vigorously attempting to suppress this menace by arresting and confining these disturbers and deporting all alien anarchists; therefore be it

Resolved, That we most heartily commend the action of the federal agencies in making these arrests and deportations, and assure the administration of the loyal support of this Association in every act tending to safeguard our form of government, or to protect our people and institutions from acts of treason and anarchy. Representing a one-hundred-per-cent Americanism, we will to our utmost support every measure tending to uphold order and American traditions.

RESOLUTION NO. 3

Barring Aliens from Use of Public Domain

WHEREAS, During the recent great war of self-defense conducted by the United States and its allies, many aliens who have long been running sheep or cattle on the public domain of the United States, enriching themselves at the expense of the American stockmen who were making every sacrifice in the interest of their nation, claimed and secured exemption from the draft on the ground that they were aliens; therefore be it

Resolved, That we respectfully petition the Congress of the United States to take such measures as will forever prevent all aliens who have not made application for citizenship from using the public domain for grazing purposes, or from taking up public lands under any of the land laws of the United States.

RESOLUTION NO. 4**Indorsing President Kendrick and the Market Committee**

WHEREAS, Owing to the untiring efforts of our President, John B. Kendrick, and our Market Committee, the public is now well informed about the marketing and distributing of live stock and the products of live stock; and

WHEREAS, Their determined and up-hill fight is directly responsible for the injunction decree of the Attorney-General, and also for the prospective federal legislation regulating the packers and others; therefore be it

Resolved, That we consider the results achieved a complete justification of their strenuous fight to remove objectionable and unfair conditions in the marketing of live stock and other food products, and that we approve their work during the past year, and the clear and concise report of the Market Committee, and pledge our continued co-operation and financial support; and we urge our members, both by individual subscriptions and through their various state organizations, on a per-capita basis of cattle owned, to provide adequate funds, in order that the work of the committee may be prosecuted vigorously and efficiently.

RESOLUTION NO. 5**Commending Work of Attorney-General**

WHEREAS, Through the information supplied the Department of Justice by the Federal Trade Commission, and the co-operation of the commission and the Attorney-General, the latter has been able to make an agreement with the packers by which they submit to an injunction decree of the United States District Court which establishes perpetually many of the principles for which the American National Live Stock Association has striven for years; therefore be it

Resolved, That we commend the work of the Attorney-General and the Federal Trade Commission, and urge the former to do his utmost to make the decree effective by co-operating with other departments of the government and any other agency which can be helpful, and we pledge him our hearty support.

RESOLUTION NO. 6**Federal Legislation Recommended**

WHEREAS, It is necessary that confidence should be established in the operation of marketing agencies, in order that competition may be developed, that an improved understanding may be created between producer, packer, and consumer, and that distribution of meat and meat products may be guaranteed on a fair and economical basis and along practical lines, so as to cause the least disturbance of existing conditions; therefore be it

Resolved, By the American National Live Stock Association, in annual convention assembled in the city of Spokane, Wash., this 29th day of January, 1920, that we recommend the enactment of legislation by Congress providing governmental regulation of all marketing, manufacturing, and distributing agencies engaged in handling live stock and its products; and we believe that such regulatory laws should be so specific and plainly expressed as to prevent misunderstanding, or the exercise of any arbitrary power; and further recommend that the supervision of such market agencies provided for by the proposed legislation be made a matter of law, so as to occasion the least possible disturbance or interference with existing business conditions.

RESOLUTION NO. 7**Control of Grazing on Public Domain**

WHEREAS, There remain about 200,000,000 acres of unallotted, unappropriated public land, more valuable for grazing than for any other agricultural use, which is now steadily deteriorating from overgrazing, threatening its utter ruin; therefore be it

Resolved, That the American National Live Stock Association renews its appeal to Congress to pass, at the earliest possible moment, suitable legislation which will place the administration and control of these areas for grazing purposes under the Department of Agriculture.

RESOLUTION NO. 8**National Parks as Game Preserves**

Resolved, That we are opposed to the extension of national parks as game preserves, at the expense, or to the detriment, of live-stock producers already established within the territories involved; that we urge the advisability of most active co-operation between the local stock-growers' associations and organizations or departments which are interested only in the protection of wild animal life.

RESOLUTION NO. 9**Protection of National Forests and Timber Lands**

Resolved, That we approve forest regulations requiring campers and other pleasure-seekers to secure permits to enter the national forests during the fire season.

Resolved, That we, recognizing that the present high prices of lumber must increase as the supply decreases, urge that all timber lands receive better fire protection, and that destructive lumbering be discouraged.

RESOLUTION NO. 10**Adequate Compensation for Forest Officials**

WHEREAS, The cattle-growing industry of the United States is dependent largely upon the proper and efficient administration of the grazing lands within the national forests; therefore be it

Resolved, That we urgently ask our representatives in Congress to secure the enactment of the necessary legislation to provide adequate compensation for the employees of the Forest Service, which will justify men now in the service remaining in their present positions, and will encourage suitable men to enter the Forest Service in the future.

RESOLUTION NO. 11**Asking for Appropriations for Destruction of Range-Destroying Rodents and Predatory Animals**

WHEREAS, The live-stock industry of the United States annually suffers a loss, due to the killing of stock by predatory wild animals, ranging from \$20,000,000 to \$25,000,000; and

WHEREAS, In various states of the West there have been widespread epidemics of rabies produced by these animals, causing further enormous losses of live stock and constituting a serious menace to people; injurious rodents annually destroy on the range forage to the value of more than \$150,000,000; and the complete extermination of range-destroying rodents and predatory wild animals is entirely practicable and will eliminate these losses; and

WHEREAS, The work of exterminating range-destroying rodents and predatory wild animals, as conducted by the Biological Survey in co-operation with state organizations and stockmen's associations, is essential to the full utilization of available range land and the saving each year of a large percentage of the normal increase of the herds; and it has been observed by stockmen that in localities where the Biological Survey has conducted its work the losses due to predatory animals have steadily decreased; and

WHEREAS, The funds appropriated annually by Congress for this purpose have proved wholly inadequate to meet the needs for such work, and it is our belief that the operation of the present bounty laws of the states have proved ineffective in protecting stockmen from losses occasioned by these animals; therefore be it

Resolved, By the American National Live Stock Association, in annual convention assembled at Spokane, Wash., January 27-29, 1920, that we urge Congress at the present session to appropriate at least \$400,000 additional to the amounts stated in the estimates of the Department of Agriculture for the fiscal year 1921, for use in the extermination of range-destroying rodents and predatory wild animals; and that we petition the various state legislatures, at their next regular or special sessions, to make appropriations and enact other legislation required to enable such states adequately to co-operate with the federal government in this much-needed work.

RESOLUTION NO. 12**Asking for Government Aid in Eradicating Loco Weed**

WHEREAS, Since the very beginning of the stock-raising industry in the western states the loco weed has been a source of great losses in cattle, horses, and sheep; and

WHEREAS, The cost of production has been constantly increasing by means of higher rentals on leased lands and higher fees for grazing privileges on national forest lands, and in many other ways, so that the profits in live-stock raising have been reduced to the very minimum; therefore be it

Resolved, By the American National Live Stock Association, in annual convention assembled at Spokane, Wash., January 27-29, 1920, that we earnestly petition the Congress of the United States to make an adequate appropriation for the eradication of loco, larkspur, and other poisonous plants on public and national forest lands; and be it further

Resolved, That a copy of this resolution be sent to the Secretary of Agriculture, Secretary of the Interior, and to all senators and representatives in Congress from the western states.

RESOLUTION NO. 13**Railroads and Transportation**

Resolved, By the American National Live Stock Association, that we reaffirm the resolutions adopted at our several annual conventions on the subject of transportation and railroads; and, in doing so, we point with satisfaction to the fact that those principles for which we have stood now appear in the Act to Regulate Commerce, as an illustrious monument to the efforts of this organization for the public good, and as a leading force to secure it.

Resolved, That we especially reaffirm the resolution adopted at our twenty-second annual convention, wherein we declared that—

- (1) The railroads should be turned back as soon as possible, consistent with public service and in fairness to the railroads;
- (2) That no more experimental operation by the government should be attempted;
- (3) That government operation is certain to be unsatisfactory under present conditions;
- (4) That the greatest measure of individual initiative and energy should be preserved;
- (5) That competition should be preserved;
- (6) That only such consolidations as will benefit public service in cost, and disturb competition for business least, should be permitted;
- (7) That we oppose undertaking any scheme of government ownership;
- (8) That the power of state railroad commissions and the usefulness of the state regulations be preserved;
- (9) That provisions be made to stabilize the rates, and simplify the tariffs and classifications.

RESOLUTION NO. 14**Recommendations for Railroad Legislation on Return of Lines to Owners**

WHEREAS, There are now pending before the Conference Committee of the Senate and House of Representatives of Congress two bills, known as the Cummins bill and the Esch bill, providing for the return of the railroads to their owners, and to amend the Act to Regulate Commerce, and for other purposes; therefore be it

Resolved, By the American National Live Stock Association, in annual convention assembled at Spokane, Wash., January 27-29, 1920:

First—We indorse the position taken before the committees in Congress by this organization, through its counsel and otherwise, and now, in behalf of the live-stock producing interests of the entire country, appeal to the Conference Committee, having before it the House and Senate bills, speedily to report a bill restoring the railroads to their owners, with full responsibility as common carriers, as such duties existed when the roads were put under federal control; preserving all the rights and remedies of the shipper and the public as they then existed; affording adequate remedies to enforce just claims for damages resulting during the federal control; allowing a reasonable time in which to file before the Interstate Commerce Commission claims over which it has jurisdiction, or to file suits in courts of competent jurisdiction, and making full provisions for the payment of such claims as may be established.

Second—We urge that the change from the standard returns which the government now pays to the railroads for their use, to earnings arising from rates, fares, and charges, be accomplished by continuing the present rates and the standard returns sufficiently long to allow the re-establishment of a system of just, reasonable, and non-discriminatory rates, under the supervision of the Interstate Commerce Commission as to interstate traffic, and providing for co-operation between that commission and the commissions of the several states for the adjustment of rates where there is conflict of jurisdiction, to the end that the railroads may derive just and reasonable compensation out of the rates, fares, and charges for the service which they perform, but without any guarantee of any kind other than that of just and reasonable rates under well-established methods for determining same; the existing rates to remain in effect during the continuance of the standard returns, except where changes are allowed after hearings by the commission; and that, in case of advances in the rates, reasonable opportunity for hearings be afforded.

Third—We recommend that ample provision be made for lending to the railroads whatever sums of money may be necessary to enable them to meet necessary financial requirements,

on such reasonable security as may be available, and on such long time and at such low rate of interest as the circumstances demand—all to be determined by the Interstate Commerce Commission.

Fourth—We advocate that the full constitutional rights of the states, including the power of making rates and of regulating service, in intrastate traffic, be specifically secured by the enactment, in substance, of that section of the Cummins bill which reserves those powers to the states.

Fifth—We urge that there be added to the provisions of the bills respecting through rates and through routes the amendment providing for the performance of all necessary loading and unloading service by the carriers, at all public stock-yards and en route, without extra charge, except when stopping to try an intermediate market, or at the request of the shipper, as in cases of quarantine—such cases to be provided for by the commission.

RESOLUTION NO. 15**Opposing Section 6 of Cummins Bill**

Resolved, That the following message be sent to Senators Albert B. Cummins and Miles Poindexter, and to Representative John J. Esch:

"It is the unanimous wish of a large assembly of representative live-stock shippers from western states, in convention assembled at Spokane, Wash., that section 6 of the Cummins bill be defeated; further, that the railroads be restored to their owners with the least and simplest legislation possible, and with such financial aid as may be necessary for their readjustment; and that all of the shippers' rights and remedies be retained unimpaired."

RESOLUTION NO. 16**Restoring Power of Interstate Commerce Commission**

WHEREAS, At the last annual convention of the American National Live Stock Association a resolution was adopted urging that the Interstate Commerce Commission be vested with full jurisdiction in the matter of interpreting the Act to Regulate Commerce during the period of federal control, and that provisions of the Federal Control Act to the contrary be repealed; and

WHEREAS, The bill introduced in Congress last fall by Senator Cummins, of Iowa, restoring the power of the Interstate Commerce Commission and of the state commissions during the remainder of the period of federal control, was passed by Congress, but was vetoed by the President because of the probable early return of the railroads to their owners; therefore be it

Resolved, That, should it transpire that the railroads are not turned back on March 1, in accordance with the President's proclamation, we urge upon Congress the immediate enactment of said Cummins bill, to the end that the shippers of the country may be afforded the remedies provided by law, in the same manner as if the railroads were operated by their owners.

RESOLUTION NO. 17**Insufficiency of Transportation Facilities for Movement of Live Stock**

WHEREAS, The service of the railroads in supplying stock-cars for the movement of live stock, both to market and between pastures, is deplorably inefficient in every part of the country, and the number of stock-cars available is wholly inadequate; and

WHEREAS, It has become an established fact that an order for cars in which to load live stock cannot be expected to be complied with within a reasonable time, either because the cars are put to other uses, or because of the insufficiency of the equipment, the slow movement of it, or all these reasons combined; and

WHEREAS, The railroad companies constantly advance the excuse that they cannot supply stock-cars with any degree of promptness, because they are unable to secure a return of their cars from connecting lines; and it is well known that in many parts of the country there is a woeful lack of locomotive power to move either the empty cars or the loaded live stock, and that often great delays are occasioned by this insufficiency; and these conditions are continuously growing worse, and have been for several years past, as is well known throughout the western half of the United States; and

WHEREAS, The loss to the stock-raisers of the country in grass, in feed, and in live stock itself, from shrinkage in weight, inability to market, and the general upsetting of the

business of transportation of cattle, amounts to many millions of dollars every year, and involves besides a tremendous waste of meat already produced; and

WHEREAS, It is the plain, statutory duty of the railroads to furnish the cars necessary for the performance of this transportation service, and there is not provided by law any adequate and prompt means, or any fitting penalties, for compelling the railroads to supply this equipment; and

WHEREAS, The government, in the interest of the security and upbuilding of the meat supply, and the progressive and profitable development of the live-stock industry, owes it as a duty to the entire nation that such equipment be supplied and transportation service of an efficient sort be furnished throughout the land; therefore be it

Resolved, By the American National Live Stock Association, in convention assembled at Spokane, Wash., January 27-29, 1920, that we earnestly urge Congress to enact into law, by amendment to existing railroad bills or otherwise, the absolute obligation on the part of railroads to furnish, on reasonable request, to be determined by the Interstate Commerce Commission, stock-cars and locomotives promptly to handle and transport the live stock of the country situated on their respective lines; and that a penalty be prescribed for failure to perform such duty; such penalty to increase with increasing delays, and to be recoverable by the shipper, in addition to any other penalties that may be incurred; and be it further

Resolved, That, in order to enable the railroad companies to acquire such equipment, where it may seem to the Interstate Commerce Commission, upon investigation, to be necessary, there be included in the appropriation to aid the railroads provision for lending them the funds necessary to enable them to secure a supply of such equipment, with the stipulation that it be used for that purpose.

RESOLUTION NO. 18

Protest against Basis Applied in Conversion of Live Stock Rates

WHEREAS, Western railroads have recently converted all rates on live stock from points in the Northwest to north Pacific coast terminals from dollars and cents per car to cents per hundred pounds, using as a divisor in making this conversion an unfair estimated weight per car, which has resulted in a substantial increase in the total per-car charges under the new basis as compared with the old rates; therefore be it

Resolved, By the American National Live Stock Association, that we protest against the basis employed in making this conversion in live-stock rates, and ask the interested roads to readjust the new rates so as not to impose any greater railroad charges on shipments of live stock than existed under the old per-car system; and be it further

Resolved, That the Secretary be directed to transmit a copy of this resolution to all railroads operating in the Northwest territory.

RESOLUTION NO. 19

Extension of Time Limit for Return Transportation

WHEREAS, The United States Railroad Administration, in the new rules and regulations governing the transportation of live stock, fixed a return limit for attendants accompanying live stock of not to exceed seventy-two hours; and

WHEREAS, On long-distance shipments, where various classes of live stock are involved, it has developed that seventy-two hours is frequently an insufficient time for sale of the stock at market, and, in the case of live stock going to pastures, does not allow attendants adequate time properly to locate the stock in new pastures, and it is generally too short a time to permit a reasonable rest for attendants; therefore be it

Resolved, That the American National Live Stock Association urges the Railroad Administration to extend the time limit for return transportation to at least thirty days.

RESOLUTION NO. 20

Indorsing Work of Messrs. Chambers and Thelan

WHEREAS, During the federal administration of railroads, Mr. Edward Chambers, Director of Traffic, and Mr. Max Thelan, Director of Public Service, have been untiring in their efforts to aid in every way the transportation of live stock and the adjustment of charges, so as to protect, as far as in their power lay, the stock-raisers and producers of the country in the movement and handling of live stock, particularly in the north-western drought region of last year and the southwestern drought region of the two preceding years; and

WHEREAS, The failure to furnish sufficient equipment and promptness of service was not due to any neglect on their part or on the part of their associates at Washington; and

WHEREAS, Now that the period of government administration of the railroads is apparently drawing to a close, we feel that the efforts of these men demand an acknowledgment of our appreciation; therefore be it

Resolved, By the American National Live Stock Association, in convention assembled at Spokane, Wash., January 27-29, 1920, that we here register our hearty appreciation of the efforts of Mr. Edward Chambers and Mr. Max Thelan fully to perform their duty to the stockmen of the West; and be it further

Resolved, That the Secretary of this Association be directed to send a copy of this resolution to each of the two gentlemen.

RESOLUTION NO. 21

Indorsing National Live Stock Shippers' League

WHEREAS, The questions of freight rates, charges, and service, and the regulation of railroads and transportation, constantly before the Interstate Commerce Commission and the United States Railroad Administration, are of such far-reaching character as to place too great a burden on a single organization to handle; and the National Live Stock Shippers' League was organized by this and other associations and shipping interests to handle these live-stock matters wherein all shippers are interested, and is financed by the retention out of the account of sales of five cents per car on all shipments to markets and packing-houses; and

WHEREAS, The league has from the beginning had the approval of this and other live-stock shipping organizations, and the state railroad commissions have co-operated with it in all these matters, thus extending the united and co-operative work to all parts of the country—our Attorney being its general counsel, and our Association being represented on its Executive Committee; therefore be it

Resolved, By the American National Live Stock Association, that we commend and indorse the work of the league, and the equitable method of financing it, and that we urge the shippers of the country to support it by contributing five cents per car, to be collected by commission companies and turned over to the league.

RESOLUTION NO. 22

Indorsing Work of Bureau of Markets

Resolved, By the American National Live Stock Association, that the work of the Department of Agriculture, through the Bureau of Markets, in collecting and making available to stockmen, and the live-stock industry in general, information regarding demand, supply, movement, prices, and market conditions, through its telegraph news service, has our hearty approval; that this service has been of great assistance to producer and distributor, and will become more and more so to the consumer, by preventing extreme and sudden fluctuations in live-stock market conditions, by establishing a closer relation between market prices of live stock and of meats, by facilitating and encouraging competition in the purchase and slaughter of live stock at the market centers, by equalizing the movements of live stock to the market, and by furnishing prompt, accurate, and official current market reports to the public; that Congress should support and extend this important activity in a manner commensurate with the importance of the live-stock industry to the feeding of our people, and those of other nations that may be dependent upon our supplies.

Resolved, That this Association heartily recommends the establishment of the office of the Federal Bureau of Markets at Denver, Colo.; Salt Lake City, Utah; Spokane, Wash.; Seattle, Wash.; Portland, Ore.; San Francisco, Cal.; Los Angeles, Cal., and Fort Worth, Texas, at the earliest possible time.

Resolved, That copies of this resolution be sent to the chairman and members of the Committee on Agriculture of the House of Representatives and of the Committee on Agriculture and Forestry of the Senate.

RESOLUTION NO. 23

Opposing Insurance of Live Stock for Purpose of Loan Security

WHEREAS, Section 5200 U. S. R. S. of the National Bank Act was amended during September, 1919, to permit an increase in the loan limit of national banks from 10 per cent of the capital and surplus of such banks to 25 per cent, under certain provisions which would require stockmen to carry insurance on live stock on the farms and ranges before they could secure the benefit of such increased credit; and

WHEREAS, The experience of stockmen and live-stock loan companies and banks has proved that cattle and other live stock on the farms and ranges of the country are not subject to the hazards which make it advisable for banks to require

insurance on many other commodities, and such requirements would deprive many stockmen and farmers of needed credit, or further add to the soaring costs of production; therefore be it

Resolved, That it is the sense of the American National Live Stock Association, in convention assembled, that insurance on live stock on farms and ranges is unnecessary to protect the interests of banks and loan companies, and that that provision of the amendment which requires insurance should be eliminated in so far as it relates to loans on live stock.

RESOLUTION NO. 24

Favoring Import Duties on Live Stock and Its Products

WHEREAS, Live-stock producers responded to all governmental appeals for increased production of food and wool during the war, and there is now a strong probability of heavy imports of such products from foreign countries; therefore be it

Resolved, By the American National Live Stock Association, that we ask Congress to use every means to enact such import duties as will permit our own products to meet the imported articles on an equal basis, as computed by the cost of production.

RESOLUTION NO. 25

Inspection of Live Stock and Hides from Mexico

WHEREAS, Thousands of cattle belonging to citizens of the United States have been unlawfully killed in the Republic of Mexico, many of them being driven from the United States; and

WHEREAS, It is commonly reported that the rule of the Customs Division of the Treasury Department requiring that shipments of cattle and hides in bond be inspected, is to be revoked; and

WHEREAS, There are approximately twenty thousand hides being held for shipment to the United States in the State of Chihuahua, Mexico, many of which are believed to have been stolen, and there is continuous danger of stolen cattle and hides being imported through the border ports, if inspection is denied; therefore be it

Resolved, By the American National Live Stock Association, that we most earnestly request that the rules and regulations governing the introduction of cattle and hides from Mexico into the United States should provide for ample opportunity for inspection at the border, and for the retention by the duly constituted authorities of any stolen cattle or hides discovered in such shipments, under such regulations as are now provided by the laws of the several states.

RESOLUTION NO. 26

Urging Prohibition of Importation of Live Stock and Meat from Countries Where Contagious Animal Diseases Exist

WHEREAS, The importation of dressed carcasses of animals, hides, wool, and other animal products, from any foreign country where the foot-and-mouth or other highly infectious diseases exist, and where insect pests that convey such infectious diseases are known to prevail, is a great menace to the live-stock industry of the United States; therefore be it

Resolved, By the American National Live Stock Association, in convention assembled at Spokane, Wash., January 27-29, 1920, that we vigorously protest against the importation of dressed meats, hides, wool, and other animal products, from countries where contagious and infectious diseases of animals, or such insect pests, exist; and that we petition the Honorable Secretary of Agriculture to adopt such regulations as will serve to close the channels through which such contagious diseases are liable to be carried into the United States from foreign countries; and be it further

Resolved, That we strongly indorse the practice of condemning, where necessary, animals infected with such diseases as cannot otherwise be stamped out, and recommend that adequate appropriation be made therefor.

RESOLUTION NO. 27

Indorsing Pure-Fabric Legislation

WHEREAS, A large part of the raw material used in the manufacture of woolen fabrics and apparel, sold as all wool, is shoddy and substitutes, and not virgin wool; therefore be it

Resolved, That the American National Live Stock Association earnestly urges the protection of both the public and the wool-growers of this country, and that the Congress of the United States shall at the earliest possible moment enact legislation making it compulsory for the manufacturers to make known the presence of substitutes for virgin wool, and especially shoddy and substitutes in fabrics purporting to contain wool, and apparel made from such fabrics.

RESOLUTION NO. 28

Control of Contagious Abortion among Cattle

WHEREAS, Contagious abortion among cattle has become a serious menace to the herds of both farm and range, and to the food supply of the nation, the conservation of which is of the first importance at this time; therefore be it

Resolved, By the American National Live Stock Association, that the Bureau of Animal Industry be urged, not only to continue, but to extend, its campaign against this disease; that the appropriation heretofore made for this purpose be increased; and that an adequate corps of veterinarians be detailed to investigate its origin and devise means for its eradication. It is the opinion of this Association that in the meantime herds in which this disease occurs should be quarantined, and the female animals from such herds shipped for immediate slaughter only, and then under proper safeguard of disinfection.

RESOLUTION NO. 29

Eradication of Insect Pests

WHEREAS, The live-stock industry of the United States is handicapped in its development and sustains heavy losses from a number of insects which attack domestic animals; and

WHEREAS, It is apparent that there is need of more extensive investigation relating to the life-histories, habits, and practical methods of control of such pests as the screw-worm, lice of cattle, horses, and goats, sheep-head grub, horn-fly, stable-fly, heel-fly, etc.; therefore be it

Resolved, First, that the American National Live Stock Association, in convention assembled, indorses the work carried on along these lines by the Bureau of Entomology and the Bureau of Animal Industry of the United States Department of Agriculture; second, that this Association urgently requests the United States Bureau of Entomology to continue and materially enlarge these investigations; third, that this Association earnestly petitions Congress to extend adequate financial support to the United States Department of Agriculture for the prosecution of these investigations.

RESOLUTION NO. 30

Authorizing an Extension Department

WHEREAS, We recognize that, under existing costs of production, the welfare of beef-growers will be most effectively improved by the use of pure-bred sires of the higher standards of merit, and the discontinuance of the use of inferior types; and

WHEREAS, We further recognize that, as a means of encouraging such practice in a general way, this Association should have an extension department, with a capable man in charge who will devote his time to the work of assisting the members of the Association in acquiring sires of the desired merit, and in local, district, state, and national organizations for the general improvement of conditions, individually and collectively; therefore be it

Resolved, That a committee of three be appointed by the President to formulate a plan for this extension service, and to select a man for this special work; such appointment to be made at the earliest possible date.

RESOLUTION NO. 31

Use-of-Beef Campaign

WHEREAS, We are confronted on every hand with an advertising propaganda in the interest of foods other than beef; and

WHEREAS, These persistent appeals to the consumer have unquestionably resulted in a greatly increased use of the various foods thus exploited, and a corresponding, and unwarranted, decrease in the consumption of beef, to the detriment of the consumers themselves; therefore be it

Resolved, That this Association, through its extension department, organize and put into effect a vigorous campaign of education through the most effective channels for the encouragement of a more general use of beef; and be it further

Resolved, That we solicit the co-operation in this movement of all organized beef interests throughout this country.

RESOLUTION NO. 32

Production-Cost Data

Resolved, That the American National Live Stock Association commends the activities which are in progress, under the direction of the Secretary of Agriculture, to obtain thoroughly reliable and comprehensive data on the cost of production of live stock; and we urge that these data be carefully and adequately interpreted, and that the findings therefrom be published at as early a date as practicable.

RESOLUTION NO. 33**Indorsing Agricultural Education**

WHEREAS, Congress has provided certain sums of money for agricultural and live-stock education by the different states, where the latter make similar appropriations; and

WHEREAS, It is of the utmost importance that this educational work and the extension plans of the agricultural colleges of the United States be perfected and enlarged; and

WHEREAS, The education of our children in agriculture and stock-raising through these agencies is of paramount importance, and can be accomplished only by the appropriation of adequate funds by the government and states for those purposes; therefore be it

Resolved, By the American National Live Stock Association, at its twenty-third annual convention at Spokane, Wash., January 27-29, 1920, that we indorse the work of the agricultural colleges of the country; that we urge a campaign of education along the line of adequate support of the same, and the appropriation of ample funds; and that the states which have not already done so take advantage of the appropriations provided for by Congress to that end.

RESOLUTION NO. 34**Indorsing Universal Military Training**

WHEREAS, The World War has shown the necessity for national preparedness; and

WHEREAS, Legislation is now pending for a system of universal military training that will give every boy physically fit a course of training and discipline by the War Department, for the purpose of providing national safety, physical development, and good citizenship, and to Americanize our diverse population and promote loyalty, strength, and efficiency; therefore be it

Resolved, That the American National Live Stock Association, at its twenty-third annual convention at Spokane, Wash., January 27-29, 1920, urges the early adoption of a permanent national policy of universal military training for all young men in their nineteenth year, to the end that we may at all times be prepared to protect our institutions, stabilize our government, and insure the progress of our country; be it further

Resolved, That we urge Congress to make adequate appropriations to extend military instruction to all high schools in the Union where there are as many as fifty male students willing to enroll for said training; and that, when requested, competent military instructors, or officers of the army, be detailed by the Secretary of War for the purpose of instruction in military tactics in all such high schools.

RESOLUTION NO. 35**Pledging Support for "The Producer"**

Resolved, That the Association expresses its satisfaction with the manner in which its organ, THE PRODUCER, has been conducted, and earnestly urges its membership to give it their generous and loyal support, to the end that it may efficiently and in increasing measure serve them and the interests of the great industry for the promotion of which it was founded.

RESOLUTION NO. 36**Death of H. S. Boice**

WHEREAS, The American National Live Stock Association has since its last meeting been deprived by death of one of its oldest and most respected members, Mr. Henry S. Boice, who served for many years on the Executive Committee; therefore be it

Resolved, That, in placing on record our deep sorrow for his loss, we express our sense of the prized judgment, the high character, and the lovable personality of our departed friend; and be it further

Resolved, That a copy of this resolution be forwarded to his bereaved family.

RESOLUTION NO. 37**Thanks to the City of Spokane, etc.**

Resolved, That the thanks of the American National Live Stock Association, in convention at Spokane, Wash., January 27-29, 1920, be tendered to the officials and citizens of the Queen City of the Inland Empire, and particularly to the Mayor, Hon. Charles A. Fleming; to the Chamber of Commerce; to the Committee on Arrangements; and to the Ladies' Entertainment Committee. The Association also expresses its appreciation of the manner in which the proceedings are being reported by the press, and we tender our thanks to the several speakers who have delivered such entertaining and instructive addresses during our meeting. We thank the manager of the Davenport Hotel for the use of the hall in which our convention has been held, and for all committee-rooms.

RECENT CONVENTIONS

FOLLOWING IS A SUMMARY of the action taken at recent conventions of stock-growers' organizations in western states, with a list of officers elected for the ensuing year:

National Wool Growers' Association

The fifty-fifth annual convention of the National Wool Growers' Association, held at Salt Lake City January 19-21, 1920, was the most successful meeting in the history of that splendid organization. F. J. Hagenbarth, of Salt Lake City, Utah, was re-elected president; Professor W. C. Coffey, of Urbana, Ill., was elected eastern vice-president, and M. I. Powers, of Flagstaff, Ariz., western vice-president. F. R. Marshall, who has been assistant in animal husbandry at Washington, D. C., was chosen secretary by the executive committee. The subscription price of the *National Wool Grower*, the official organ of the association, was advanced from \$1 to \$1.50 per annum. Among the important resolutions adopted were the following:

Opposed the extension of game preserves or national parks at the expense of grazing areas for live stock; urged Congress to appropriate funds for the maintenance of an experiment station at Dubois, Ida.; petitioned Congress to enact laws to prevent aliens from using the public domain; urged appropriation of additional funds for range improvements within the national forests; asked for adequate compensation for employees of the Forest Service; approved the action of the federal government in deporting alien anarchists; favored the League of Nations pact; protested against the dumping of foreign wools in this country, and asked for protection against such unfair competition; indorsed the pure-fabric bill; condemned the practice of contracting wool in advance of shearing, and recommended that wool be consigned to commission houses not in the business of buying and speculating in that commodity; urged sheepmen to employ trappers and to encourage hunters engaged in coyote destruction; favored federal regulation of the unreserved, unappropriated public grazing lands, under the jurisdiction of the Department of Agriculture; approved the campaign to increase the consumption of lamb; urged an increased appropriation by the federal government for the eradication of scabies; designated the Pacific International Live Stock Show at Portland as the official sheep show of the organization; protested against the enactment of the so-called K-K bills, or any similar bills.

As the *National Wool Grower* has vigorously and consistently advocated "government supervision, not only of the packing industry, but of stock-yards and commission men as well," it is strange that the association should adopt a resolution protesting against any kind of meat-packing legislation.

Colorado

The annual convention of the Colorado Stockgrowers' Association, held in Denver January 16-17, 1920, had an unusually strenuous and interesting session. After lengthy discussion of the pending meat-packing legislation now before Congress, the following resolution was adopted:

"Resolved, By the Colorado Stockgrowers' Association in convention assembled, that we favor legislation by Congress providing for reasonable regulation of the meat-packing industry, the public stock-yards, and market instrumentalities.

"Resolved further, That whatever regulation is found necessary to control any branch of industry should be prescribed by fixed rule of law, and not by the grant by Congress of any arbitrary, discretionary power to bureaus or officials."

Other action taken was:

An indorsement of the Western Stock Show Association; urging increased appropriation by the State of Colorado for the control of animal diseases; favoring larger expenditures for improvements in the national forests; approving legislation toward regulation of grazing on the remaining unappropriated public domain, under the supervision of the Department of Agriculture; opposed the granting of any privileges on the national forests to aliens; and pledging hearty support to the American National Live Stock Association.

John P. Klug, of Greeley, was elected president; W. S. Whinnery, of Lake City, vice-president; W. A. Snyder, of Denver, treasurer; and Evelyn D. Castle, of Denver, secretary.

Utah

The first annual convention of the Utah Cattle and Horse Growers' Association was held in Salt Lake City January 17, 1920. The attendance was large, and there was much interest manifested in the baby organization. One of the resolutions adopted was: "That steps be immediately taken to affiliate ourselves with the American National Live Stock Association." By resolution the association recommended that adequate steps be taken by the next state legislature to insure the complete enforcement of the pure-bred bull law. The association also recorded itself as in favor of federal control of the remaining public domain in the state. It was decided to appoint a permanent committee on marketing.

The following officers were elected: Alonzo Brinkerhoff, of Emery, president; J. M. Harmon, of Provo, vice-president; Thomas Redmond, of Salt Lake City, secretary and treasurer.

Wyoming

The sixteenth annual convention of the Wyoming Wool Growers' Association was held at Cheyenne January 15-20, 1920. The meeting was well attended, and the association is in splendid shape, having largely increased its membership during the year. Dr. J. M. Wilson, of McKinley, Wyo., was re-elected president, and J. B. Wilson, the very capable secretary, was also retained.

Resolutions of general interest—

Favored import duties on live stock and wool, in order to equalize production costs; opposed extension of game preserves; favored transfer of the remaining unappropriated land to the different states; indorsed the plan to increase the consumption of lamb; pledged support to the Biological Survey; urged an extension of the time limit on return rates for live stock shipped from drought areas; approved the granting to every honorably discharged soldier of a homestead of 640 acres of arid land, or 160 acres of tillable land; memorialized Congress to amend the present income-tax law by abolishing the principle of excess profit and surtax as applied to extra-hazardous business, such as live-stock raising on the ranges of the West; indorsed the National Wool Warehouse and Storage Company; favored the pure-fabric law.

Idaho

On December 18-20, 1919, the Idaho Cattle and Horse Growers' Association met in annual convention at Payette. A resolution was adopted to rescind the action of the last annual meeting indorsing the Kendrick bill, on the ground that "recent further investigation develops the fact that the interests of the producer and the consumer will be affected by such legislation," but recommending "sane and businesslike legislation that will bring about investigation, examination, and publication of conditions connected with the packing industry." The resolution further expresses opposition to the abandonment by the packers of "stock-yards or other facilities necessary to the conduct of putting all products on the market," and advocates a conference of live-stock producers, with a subsequent joint meeting of committees selected by producers and packers, to consider these questions. All of which, in view of recent events, has little more than a historic interest.

Other resolutions favored—

The prompt regulation, under an adequate permit system, of grazing on the remaining unappropriated public domain; extension of the grazing area on the national forests; granting to local stock-growers of preference rights to the lease of state lands adjacent to their ranches; improvement of forest reserves in return for fees collected; appropriation by Congress of an additional sum of \$300,000 for the extermination of predatory animals.

The officers for the previous year were re-elected, as follows: J. H. Fayle, of Dubois, president; M. S. Vaught, of Mackay, vice-president; Les Dillingham, of Mackay, secretary-treasurer.

Kansas

At the seventh annual convention of the Kansas Live Stock Association, held in Wichita January 29-31, 1920, resolutions were adopted to the following effect:

Indorsed the efforts of the association toward stabilization of live-stock receipts and prices; approved the work of the National Live Stock Shippers' League; urged the prompt return of the railroads to their owners; approved the plan to put representatives at live-stock markets to study conditions; recommended that producers and consumers formulate a plan to endeavor to reduce the present excessive cost of the retail system of distribution; indorsed the action of the Kansas legislature in passing the Burdick bill creating a live-stock bureau of three empowered to issue licenses to packers, stock-yard companies, commission men, traders, and rendering plants, and to regulate their practices and charges; favored land banks and joint stock and land banks; extended thanks to the officers of the association, and commended the official organ, known as the *Kansas Stockman*.

WASHINGTON LETTER

BY DUNNE MANWAY

WASHINGTON, D. C., January 28, 1920.

THE CONGRESSIONAL LEGISLATION MACHINE is again on a dead center. The Senate and the House, acting independently, have passed important reconstruction measures, but on none of the bills that go to the heart of our economic and social problems have they reached an agreement. At this writing sharp differences of opinion are beginning to develop between the two houses on practically every important matter of legislation before them.

The Senate is apparently in favor of universal military training; the House is apparently against it.

The Senate has passed a stringent anti-sedition bill; the House has shown a very strong disposition to pigeonhole the problem.

The Senate is ready to forbid strikes by labor unions; the House declines to interfere with organized labor.

Meanwhile the leasing bill, the water-power bill, and the railroad bill are tied up in conference, with no one willing to predict when action may be expected.

The obstacle to agreement on the railroad bill seems to be the Senate provision guaranteeing to the railroads an income equal to 5½ per cent of the aggregate value of the railway property. Opposition is based on the theory that to make any such guarantee a matter of legislation is equivalent to giving the private owners of the roads *carte blanche* in the making of rates, and the conferees on the part of the House seem to be determined not to yield on this proposition. On the other hand, Senator Cummins, for the Senate conferees, has declared his purpose to insist on the inclusion of this provision in any bill that may be reported; and there the problem rests.

* * *

Doubtful as may be the final form of the pending railroad bills, stockmen may take some satisfaction in the fact that, through the efforts of their representatives in Washington, a provision has been adopted by the conferees of the two houses which, if finally enacted into law, will eliminate the special charges for unloading live stock en route and at the terminals which in the past few years have been gradually multiplying.

As the Cummins bill passed the Senate originally, it contained a provision that through rates should be made for transportation for the entire ordinary transportation service from point of origin to destination and delivery at the usual unloading places, and that in the case of ordinary live stock this through rate should include the service of unloading and

delivery of inbound shipments into suitable pens, as well as the receipt and unloading of outbound shipments. No such provision was contained in the Esch bill, and when the measure went to conference this provision, among others, was submitted to the Interstate Commerce Commission by the conferees for an opinion.

The commission seemed to be wholly opposed to the principles involved. Attorney Sam H. Cowan, of the American National Live Stock Association, and Mr. Graddy Cary, assistant to Mr. Cowan as attorney for the National Live Stock Shippers' League, who were in Washington early in January looking after the interests of live-stock shippers, immediately arranged a conference with the Interstate Commerce Commission, to which Senator John B. Kendrick, of Wyoming, was invited to present the case on behalf of the stockmen. As a result of the conference, the Interstate Commerce Commission reversed its attitude with regard to live-stock shipments, and authorized a favorable report on the following provision, which has been adopted by the conferees:

"Transportation wholly by railroad of ordinary live stock in carloads destined to or received at public stock-yards shall include all necessary service of unloading and reloading en route, delivery at public stock-yards of inbound shipments into suitable pens, and receipt and loading at such yards of outbound shipments, without extra charge therefor to the shipper, consignee, or owner, except in cases where the unloading or reloading is at the request of the shipper, consignee, or owner, or to try an intermediate market, or to comply with quarantine regulations. The commission may prescribe or approve just and reasonable rules governing each of such excepted services. Nothing in this paragraph shall be construed to affect the duties and liabilities of the carriers now existing by virtue of any law respecting the transportation of other than ordinary live stock, or the duty of performing service as to shipments other than those to or from public stock-yards."

From the time when a charge of \$2 per car was levied at Chicago for unloading live stock at that market, the railroads have been adopting the practice of making all sorts of special charges for real and pretended special services en route. Under the general policy of assessing a charge of \$1 per car for stops under the twenty-eight-hour law, only too frequently have the roads held shipments on the way to market arbitrarily and unnecessarily, thereby increasing the cost of transportation beyond the power or the patience of the shipper to compute. Because of numerous special charges thus levied, the stockman never knew until after his stock had been finally delivered what the final charge for transportation would be. Under the terms of the new provision, the through rate will be announced in advance, and will cover the entire service. The convenience of such a policy will go far to reconcile the stockmen to many other deficiencies that may exist in the pending railroad measure.

Whether with the return of the roads to private ownership we may look forward to any improvement in service or rates is a question to which only a reckless prophet would attempt to give answer. It is well recognized that at the time the roads were taken over by the government, rolling-stock of all kinds on practically all the roads had depreciated to an alarming extent. The railroads were not equipped to handle the ever-growing business of the country. Under government management the equipment has been increased, but as yet not sufficiently to meet all of the country's needs. The fact is that the roads, as we have them today, are not so good an instrument of commerce as they were ten or twenty years ago. The necessity for improvement is recognized on all hands, and it is generally predicted that an increase of freight rates will inevitably result following the restoration of the railroads to their owners. In this connection the following statement recently made by Interstate Commerce Commissioner Robert W. Woolley is of general interest, particularly to those who

have been expecting that the change from government to private management would alleviate the conditions of which so many have been complaining:

"The railroad executives are prepared to file application for a general increase in freight rates. I am informed that the measure of the increase will be at least 25 per cent. A few days ago an official of one of the leading New England lines said that the increase in New England would have to be as much as 39 per cent. Based upon 1918 freight receipts, a 25 per cent increase would mean \$875,000,000 additional which the shippers would have to pay annually. But the shipper passes this along to the consumer.

"Only a few days ago the vice-president of one of the principal railroads of the country walked into my office and introduced himself to me. He said he was opposed to government ownership of railroads, and that he thought the one way to prevent government ownership by January 1, 1921, was for federal control to continue until we are well over the shoals of reconstruction. He said that, whereas on October 1, 1917, the freight-car shortage had been 147,000 cars, it was only about 57,000 in October, 1919."

* * *

Grazing on the public domain, and particularly on the national forest reservations, was the subject of several spirited sessions in December of the House Committee on Agriculture, when United States Forester Henry S. Graves and Assistant Forester A. F. Potter appeared before the committee. Representative S. N. Haugen, of Iowa, chairman of the committee, and Representative J. N. Tincher, of Kansas, were not at all backward in expressing the belief that grazing fees on the government forests should be increased in proportion to the increased costs of private grazing, in order that the government might obtain a larger revenue from the forests. It was pointed out by Representative Haugen that the Forest Service is now operated at an approximate deficit of \$3,000,000, while Congressman Tincher argued that an increase of \$2 per head on the 2,200,000 horses and cattle grazed on the national forests during 1919 would have increased the forest revenue over \$4,000,000, which, as compared with the grazing fees for the fiscal year ending June 30, 1919, would represent an increase of over \$2,000,000. Chairman Haugen declared his belief that the present rate of \$2.26 for grazing a steer for three years "is not a fair and reasonable charge."

The representatives of the Forest Service, however, went into considerable detail to show the difference between grazing on forest lands and grazing on private lands, and also introduced into the record the letter written by Secretary of Agriculture David F. Houston to Secretary Tomlinson, of the American National Live Stock Association, on November 23, 1918, establishing the present grazing fees and announcing the policy of five-year permits. In view of this contractual arrangement, it is hardly likely that Congress will urge any change of grazing rates.

Forester Graves, in discussing the general situation, told the committee that in his judgment it would be very appropriate to open the whole problem of grazing on the public domain. "There are some 200,000,000 acres of open public domain, which are not under any regulation, on which stock is grazed without any control, and on a very large part of which there has been so much overgrazing that the grazing capacity for stock has been reduced to fully one-half of the normal," said the forester. "In many places the overgrazing has already resulted in erosion, which is seriously jeopardizing the stability of the water resources. The proposal to put these lands under some sort of administration and control, similar to that which is exercised in grazing in the national forest, has been made repeatedly for the last ten or twelve years. There have been bills in Congress in regard to it, and I believe there is enough public sentiment in the West today to support some sort of governmental regulation of these lands, with provision,

of course, always for the proper classification and opening-up of lands suited to homesteading and other home developments."

In explaining the peculiar circumstances surrounding grazing leases on the forests, Assistant Forester Potter made the following statement to the committee:

"In addition to the uncertainty regarding tenure of the permit, because it is revocable without notice, there are other features which, in the estimation of the stockmen, lower the value of the grazing privileges in comparison with those on private lands. First of all, the number of stock is restricted to the number which in the opinion of the forest officers may be grazed without damage to the forest—which is often a smaller number than would ordinarily be placed upon private lands. Again, it is often necessary to shift stock from one part of the forest to another, or even from one forest unit to another. The Forest Service reserves the right to make such changes from year to year. Naturally a stockman wishes to use the same range year after year. Important also are the restrictions relating to the time when stock is allowed to enter the forest, and the dates when the animals must be removed. Such restrictions are necessary, not merely in order to protect the range, but also to prevent injury to the forest and the watersheds. Still again, the permits are subject to reduction from year to year to make room for new applicants, particularly for settlers who live near the national forests. These reductions apply primarily to the larger permittees.

"In the matter of improvements, the stockmen pay for a great many themselves. On the whole, it was considered that the restrictions which were placed upon the grazing of stock on the forests reduced the value about one-third below the rate charged on other lands. So the announcement was made in 1917 that the rates on the national forests would be doubled. That naturally brought a protest, and Secretary Houston gave full hearings to representatives of the live-stock associations, both last winter and the winter before. The final result was a decision that for 1918 only a 25 per cent increase over the former rate would be made, and that further study would be made of the matter. This was done, and for 1919, this year, the charge proposed having been found to be justified, double the former rate was charged; so there is an increase in receipts of \$883,347.91 over what was collected in 1918.

"Uncertainties in regard to the charges for grazing privileges have tended to unsettle many persons in the stock industry, particularly smaller men, who hesitate to assume obligations in improving ranch property—in other words, in building up their business—when there is likelihood of sudden changes in the rate of charge. To reduce these uncertainties, announcement was made that it would be the policy to make readjustments periodically—in five-year periods rather than from year to year. In addition, where the conditions on the forest are sufficiently settled as to the number of stock which can be allowed without injury to the forest or watersheds, the issuance of five-year permits was authorized, and permits have been issued on this basis to a large portion of the permittees. These permits require the payment of a like amount in fees during the five-year period, but the permittees have been informed that at the end of this period the rates will be adjusted, either up or down, in accordance with values at that time.

"It is not contemplated that there will be any change in the base rate up or down between now and 1923. In view of the fact that we crowded the national forest ranges to the limit last year, in order to take care of all the stock we possibly could as a war emergency, we do not contemplate that there is any probability of increasing the number of stock within the next few years, and therefore do not look for any material increase in the receipts from grazing. The amount collected this year was \$2,609,169.85. That will be about the amount we may expect to get from the grazing next year."

FOREST DEVASTATION MUST CEASE

ALARMED AT THE RATE at which our timber resources are being used up, and anticipating that, unless the present wasteful methods are stopped and a definite, far-sighted policy of forest preservation and regeneration is inaugurated, the time is near at hand when the industries of the nation will be seriously crippled for want of lumber, the Committee for the Application of Forestry of the Society of American Foresters, of which Gifford Pinchot is chairman, has sent out a pamphlet,

under the title "Forest Devastation—A National Danger and a Plan to Meet It," showing the gravity of the situation and pointing to a remedy. From this earnest appeal we quote the following "Summary," in the belief that, as a first step toward reform, the facts as represented should be given the widest possible publicity:

"A good and continuous supply of forest products is necessary for the safety and prosperity of the United States in peace or in war.

"The beginning of timber shortage is here already, and cannot but grow worse for many decades to come. In item after item the price of lumber and other forest products is already almost prohibitive.

"We are consuming nearly three times more wood than we are producing. As with any other crop, wood cannot be consumed faster than it is produced without exhausting the supply. At the present rate, our saw-log timber will be gone in about fifty years.

"It is possible, but probably not practicable, to reduce the rate at which our timber supplies are used up. Our per-capita consumption of lumber is decreasing, but population is increasing more than fast enough to make up for it, so that our total consumption of wood will tend to increase.

"But, if we can use less, there is still a limit below which we cannot safely go. Western Europe has long been at or below this limit. Although one-fourth of its entire land area is in permanently productive forests, and although it uses per person less than half as much as we, Europe has been forced to import increasing amounts of timber. There is every probability that our use of timber must shortly be reduced to the European level.

"We cannot make good our timber deficit by importation from abroad, because the shortage in high-grade timber is world-wide.

"We have exported timber freely, but now our forests cannot much longer supply us at home. We must either go without essential timber supplies, to the great hazard of our national safety and the certain sacrifice of our industrial prosperity, or we must take immediate steps to assure ourselves an adequate supply of home-grown timber, which it is perfectly practicable to do.

"The present timber deficit has long been foreseen, and efforts to meet it have not been lacking. National and state forests have been created. But the timber of the national forests is largely inaccessible, and cannot for many years be a material factor in the market. The greatest annual cut of timber which the national forests may eventually be able to supply cannot exceed one-fourth of what we are using now. State forests are insignificant in area, and their yield of timber is practically nothing.

"We cannot keep on forever cutting timber faster than we grow it. We know already our present cut, our present stand of timber, and how fast timber may be made to grow. How much growing forest is necessary to produce, year after year, any required amount of timber can readily be found. We find, in fact, that twice as much standing timber as we now have is necessary to maintain our present yearly rate of consumption.

"Nothing yet done or heretofore proposed will keep our timber supply at a safe level. And whatever is done needs to be begun at once.

"A shortage in most staple crops can be made good in one year, but timber is a long-time crop. To mature a timber crop requires from fifty to one hundred years, or more, and no urgency of need nor amount of money and effort can shorten the period. Within less than fifty years our present timber shortage will have become a blighting timber famine.

"The present situation has developed out of the existing practice of lumbering, which is based on the careless assumption that 'we have timber enough to last us.' Under past and present lumbering practice, mature crops of native timber have been harvested wholly without regard to succeeding crops. No provision has been made for the starting of new forest growth, for protecting it from the fires which follow lumbering, or for the care of young timber. No effort has been made to keep forest lands growing timber. As a result, lands which have been at work, century after century, producing forests which have maintained and renewed themselves without care or cost, are transformed by the lumbering into non-productive wastes of blackened stumps and bleaching snags. This is forest devastation.

"Within the United States, forests having more than three times the area of Pennsylvania, or five times that of Iowa, have already been devastated; and the total thus made waste is fast increasing.

"The utilization of ripe timber is proper and necessary; forest devastation is an unmitigated evil which threatens the safety and prosperity of the nation. Forest devastation is wholly unnecessary; for it is entirely practicable to harvest the mature timber of a forest without forcing the land into indefinite years of utter idleness. Lumbering must continue; forest devastation must stop.

"Privately owned forests contain four-fifths of the timber now standing in the United States. They yield 97 per cent of our annual timber cut. By reason of their size, quality, and location they must always furnish the bulk of the nation's timber supply. It is these privately owned forests which are being devastated. It is their devastation which must be stopped.

"Although they insist that they are essential to the safety and prosperity of the nation, the forest industries have taken no steps to insure their own perpetuation, have made no effort to put an end to forest devastation, and have persistently avoided all responsibility for maintaining a dependable supply of forest products.

"In its own behalf, and for its own protection, the public must intervene. Further delay will merely aggravate the situation.

"The action required is obvious: Forest devastation must be stopped; lands now in forest must be kept continuously productive; forest lands now devastated and idle must be put to work."

As a specific means to secure these ends it is proposed to enact a federal law creating a commission, to consist of the Secretary of Agriculture, the Secretary of Labor, and the chairman of the Federal Trade Commission, with authority to fix standards and promulgate rules to prevent the devastation and provide for the perpetuation of forest growth on privately owned timber lands operated for commercial purposes; to control production whenever such action is necessary for the public good; to acquire for the United States the title or control of forest lands, both timbered and cut-over; and to co-operate with the several states for the protection of forests against fire and other enemies, and for the acquisition, by nation, state, or communities, of private forest lands. To further this scheme, regional organizations are to be set up, and an elaborate machinery is to be established to look after the administrative and financial details.

"SEGREGATION" A PROFITABLE GAME

BY JAMES E. POOLE

CHICAGO, ILL., February 1, 1920.

BEEN SEGREGATED RECENTLY? It is a profitable game, provided you have a package of good-will to valorize. Witness the success of the Swift segregation process, which, when completed, found the stockholders of that well-managed and highly opulent concern with wealth sticking out of all pockets.

Just now Armour is repeating the Swift performance. In exactly what manner the colossal accumulation of the big concern, actual and potential, is to be split up has not yet been divulged, but 10,000 stockholders are smacking their lips in anticipation of distribution of a luscious melon. This lusciousness will depend wholly on the appetite developed by the investing and speculating public for the stocks of the segregated concerns. When Swift divorced International and Libby, the public fairly devoured both emissions, the success of these flotations prompting Imbrie & Co. to combine half a score of smaller concerns as the Allied Packing Company; but the securities of that venture have been a drug on the market, its 6 per cent bonds selling around \$80, which is equivalent to lack of confidence. But Armour is a steed of different build and color.

Although the somewhat versatile United States Attorney-General takes credit to himself for enforcing the segregation,

advertising it as a blow at monopoly, insurance of competition, cheaper meats, and higher live stock, he is talking through the crown of his hat; Armour segregation being the logical sequence of Swift's success in the same sphere. It means neither cheaper meats nor higher live stock, if such an obvious contradiction was not impossible; but it does mean the creation of several hundred million dollars of new wealth represented by securities, presumably interest-paying. It also means a vast increase in packers' cash resources. Armour stockholders, for instance, will pay \$15 per share for the new issue of leather stock—\$95 for the preferred stock; all of which will go into Armour's financial pot. He takes the estimated value of the good-will of his leather business and capitalizes it by printing that value on quality paper, inviting his stockholders to step up to the office and settle; which they do somewhat eagerly, realizing that the package is wrapped in velvet. By the time the finality of the transaction has been reached, Armour has a stack of real money on his desk, and his stockholders are in possession of several reams of stock, selling on the market at a premium; thereby demonstrating the value of credit and a reputation for making money, which are Armour twin assets.

The process of splitting up the Armour business, at least on paper, will consume several months. Meanwhile the public is speculating on what is to be done with the packers' stockyard interests. By the Palmer agreement they are to be deprived of control, but the dummy stockholder is always available. Armour, Swift, and Morris own practically this entire stockyard wealth, the aggregate value of which is enormous. Intrinsic value is in a large measure represented by bonds; if stocks are issued, they will be based mainly on good-will, franchises, and increments. A national stockyard company, embracing all the markets, with an issue of preferred 7 per cent stock and a mountain of common stock, would not only be absorbed by the public, but would constitute a gigantic speculative ball for the chance players to toss about in the air. Someone asked W. B. Stickney years ago if the common stock of the Chicago Great Western was any good. "It's good for the boys to gamble with," was his response.

Swift has already segregated. By the time Armour and the other concerns have gone through that process there will be packing and stockyard stocks galore. Palmer didn't start it; but, if he imagines he did, his self-assumed responsibility is enormous.

The country is on the verge of an era of enormous speculation in packers' stocks. The bad statements of 1919 recently published have exerted a depressing influence on values of such as are already in circulation, but three months hence "inside reports," as the financial writers say, may present a different aspect. The public is gullible, falling readily for any bait, but prefers "inside information." Insiders occupy a strategic position, as they can anticipate breaks and bulges by controlling influences that make these mutations possible.

Segregation was a brilliant idea. Ultimately it will be beneficial to the public, if reinforced by adequate federal regulation and supervision of the meat-packing business.

CONSTRUCTION ACTIVITIES UNPRECEDENTED

WHAT *Bradstreet's* characterizes as "the most remarkable twenty-four months in the history of the country's building" came to a close with December, 1919. The total building operations in 163 cities of the United States last year involved the expenditure of \$1,309,794,171, against \$432,396,605 during 1918—an increase of 203 per cent. Reaction from war-time stagnation and the general prosperity of the country are, of course, accountable for this tremendous spurt.

THE PRODUCER

PUBLISHED MONTHLY

IN THE INTERESTS OF THE

LIVE-STOCK INDUSTRY OF THE UNITED STATES

BY THE

AMERICAN NATIONAL LIVE STOCK ASSOCIATION
PUBLISHING COMPANY

515 COOPER BUILDING, DENVER, COLORADO

Officers and Directors

JOHN B. KENDRICK, President HENRY A. JASTRO, Vice-President
IKE T. PRYOR DWIGHT B. HEARD

T. W. TOMLINSON, Managing Editor
LOUIS WARMING, Associate Editor

Subscription: One Dollar a Year :: Advertising Rates on Request

Volume I FEBRUARY, 1920 Number 9

THE SPOKANE MEETING

THE TWENTY-THIRD ANNUAL CONVENTION of the American National Live Stock Association, held in Spokane, Wash., January 27-29, 1920, was one of the most notable meetings of that organization. Over four hundred delegates and stockmen, representing the entire West, were registered. All important live-stock organizations and many local associations were represented. The assembly-hall of the Davenport Hotel was filled at every session.

The undercurrent of opposition to the policies advocated by the Market Committee on meat-packing legislation, which was plainly evident at the opening of the convention, melted away on the last day, and the action taken on all questions was unanimous. The report of the Market Committee was approved, and the convention pledged its continued co-operation and financial support to that committee. The action of Attorney-General Palmer was commended. The controversy during the convention centered around the report of the Committee on Resolutions as to meat-packing legislation. Two reports were submitted—one by the majority and one by the minority. Both are printed here, as follows:

MAJORITY REPORT

WHEREAS, The American National Live Stock Association is definitely committed to the establishment of an open, competitive system of production, manufacture, and distribution of live stock and its products; and

WHEREAS, The principles for which the association, through its Market Committee and otherwise, has contended for years have now been generally accepted as just and reasonable to the public and in the interest of the national welfare; and

WHEREAS, Prompt federal legislation embodying these principles will tend to allay the existing industrial unrest; therefore be it

Resolved, That we reaffirm our belief in the necessity for federal legislation regulating the packers, stock-yards, and commission men, and we urge Congress promptly to enact legislation, to the end that industrial peace may be early restored to the live-stock industry, public confidence re-established, and distribution guaranteed on a fair and economical basis.

MINORITY REPORT

WHEREAS, It is necessary that confidence should be established in the operation of marketing agencies, in order that competition may be developed, that an improved understanding may be created between producer, packer, and consumer, and that distribution of meat and meat products may be guaranteed on a fair and economical basis and along practical lines, so as to cause the least disturbance of existing conditions; therefore be it

Resolved, By the American National Live Stock Association, in annual convention assembled in the city of Spokane, Wash., this 29th day of January, 1920, that, whenever regulation is found necessary, it shall be by legislative enactment, in terms so plain that there can be no misunderstanding, and not by grant by Congress of any arbitrary or discretionary power to bureaus or officials.

There was much wrangling in the Resolutions Committee, and many prolonged conferences were held by its members, both before and after the two reports were submitted. For a time it seemed impossible to harmonize the divergent views. However, before the vote was taken, a request was made that a conference committee be appointed for the purpose of endeavoring to secure unanimity. This committee reported on the afternoon of the last day. Its report (Resolution No. 6, printed elsewhere in this issue) was unanimously adopted by the convention.

Many unfair interpretations of the meaning and intent of the majority, minority, and conference reports have been published in the market press, as well as many incorrect statements as to the attitude of some of the members of the Market Committee. No useful purpose will be served by attempting to correct such misstatements. Both majority and minority reports speak for themselves; the conference report is unequivocal in demanding additional legislation; and that, notwithstanding the cloud of dust which has been raised on this issue, is the desire of the great majority of the stockmen and farmers of this country.

The Chamber of Commerce of Spokane, through its very capable entertainment committee, was untiring in looking after the comfort and entertainment of the delegates and their wives. The Davenport Hotel adequately housed most of those in attendance.

The following officers were elected:

President—J. B. Kendrick, Sheridan, Wyo.

First Vice-President—C. M. O'Donel, Bell Ranch, N. M.

Second Vice-Presidents—M. K. Parsons, Salt Lake City, Utah; Isaac Baer, Meeker, Colo.; E. L. Burke, Omaha, Neb.; L. C. Brite, Marfa, Tex.; William Pollman, Baker, Ore.

Attorney—Sam H. Cowan, Fort Worth, Tex.

Treasurer—John W. Springer, Denver, Colo.

Secretary—T. W. Tomlinson, Denver, Colo.

The association decided to hold its twenty-fourth annual convention in El Paso, Texas, at a date to be determined by the Executive Committee.

In this issue appear the annual address of President Kendrick, the report of the Market Committee, and the resolutions adopted. The full stenographic report of the proceedings of the convention will be published in book form, and will be sent to all individual members of the American National Live Stock Association, and to the officers of all associations affiliated therewith.

GENERAL BUSINESS OUTLOOK

HESITANCY marked the business world at the inception of February, with an undertone of mild pessimism perhaps not wholly warranted by the immediate outlook. Weather conditions, car shortages, and the influenza epidemic combined to curtail the output in certain industries, and the predominating feature of domestic production continues to be inability to keep up with demand. A feeling is manifest that the upward trend of prices has about reached its zenith, and that elements are already at work which may before long crystallize in a reaction. Prediction is even made in certain quarters that the break will be quite sudden, and that it is to be followed by a period of more or less depression.

Surveying the horizon, several factors are in evidence which have a bearing on the situation. Foreign exchange each week records new low levels, reflected in diminishing exports. Yet the trade balance remains incurably one-sided. A well-defined movement is taking shape in Europe to restrict importations, in an effort to halt currency depreciation. Such a step naturally will first affect goods classed as luxuries, but may eventually result in a lessened demand for foodstuffs and all other products except raw materials. The English pound sterling is now quoted around \$3.30, and the German mark has reached the ridiculous figure of 1 cent.

Another event which is throwing its shadow before it is the approaching presidential election. A summer and autumn of political turmoil, with the result as problematical as the political views of some of the candidates brought forward, cannot but tend to exert a restraining influence on the business world and make a forward-looking commercial policy a matter of increased difficulty.

Counteracting these negative tendencies is a somewhat improved labor condition. Either the radical element in control of too many of the unions is showing signs of being surfeited with its own nostrums, or the stiffened attitude of the government is beginning to bear fruit. The return of the railroads to their owners on the first of March, which now seems assured, of course is a thorn in the flesh of transportation workers; on the other hand, the obnoxious anti-strike clause has been eliminated from the railroad bill as agreed to in the conference committee of Congress. Brighter than for some time past seems also the outlook for compromise on the reservations to the Peace Treaty, which neither party is overanxious to make the paramount issue in the coming campaign.

Bradstreet's index number for the week ending January 31, based on the price per pound of thirty-one articles used for food, was \$5.10, compared with \$5.18 for the week before and \$4.69 for the corresponding week in 1919—a decrease of 1.5 and an increase of 8.7 per cent, respectively.

DEPARTMENT OF AGRICULTURE IN NEW HANDS

EARLY IN THE YEAR the President transferred David F. Houston from the Department of Agriculture to the Treasury, to fill the vacancy caused by the resignation of Carter Glass. Edwin T. Meredith, of Iowa was chosen to succeed Mr. Houston. Both nominations have been confirmed by the Senate.

Secretary Houston has generally been recognized as one of the most forceful and popular members of President Wilson's not always especially popular or forceful cabinet. He entered upon his duties at Washington with an enviable record as educator and economist. During his seven years as head of the Department of Agriculture he proved himself an efficient public servant, untiring in his efforts to promote the welfare of the country as a whole. The financial legislation of the present administration is said to owe much to his insight and grasp of affairs. The Farm Loan Act and the organization of the Federal Reserve banking system are thus supposed to be in large measure his work. If his point of view in dealing with questions directly affecting agricultural interests perhaps did not always coincide with that of many of those who produce the nation's food, his frankness and fairness, and his ability to bring about results as he desired them, were admitted by all. He was a staunch friend of the stock-raiser, a firm advocate of the meat-packing legislation now pending in Congress, and may be depended on to continue to render to the live-stock industry whatever aid he may, consistent with his new duties. As Secretary of the Treasury, faced with the multiple intricate economic problems clamoring for solution, he should render distinctive service.

The new Secretary of Agriculture is a practical farmer, and his appointment may be accepted as a recognition of the principle that the interests of the farmers should be placed in the hands of one from their own ranks, possessing first-hand and intimate knowledge of their needs. Coming, besides, from the greatest agricultural section of the country, he brings to his office two qualifications which should make for success. Mr. Meredith is publisher of *Successful Farming*—a strong and influential journal—and is president of the Associated Advertising Clubs of the World. He is a versatile man of broadened views and extensive practical training, accustomed to looking at things in a big way. One of his first statements on assuming office was that the cost of living was not chiefly an agricultural problem, but rested rather with those engaged in distribution, in which line, he declared, there is great waste. Organization on a sound basis of the transportation and marketing of foodstuffs may then be expected to be one of the first matters to which the new secretary will give his attention.

A PROPOSED NEW FEDERATION OF STOCKMEN

THE DAILY DROVERS' TELEGRAM—the market paper at Kansas City—is devoting a great deal of space to advocating the formation of a new federation of stockmen in the Southwest, for the purpose and along the lines indicated in an address delivered by the president of the Interstate National Bank of Kansas City before the annual convention of the Kansas Live Stock Association at Wichita on January 31. The organization is intended to embrace cattle associations and cattlemen in the territory directly tributary to the Kansas City market, and its headquarters are to be in that city. Briefly summarized, the new bureau—or “federation,” as it is termed—is to secure and disseminate information as to the number and classification of cattle; how many are on feed; when they will be shipped, and to what market; the amount of live stock in surplus foreign countries; the probable export demand from the United States; retail prices; grass and range conditions; the financial situation; transportation facilities; and anything else that may occur to the most inquiring mind.

Information of this character is desirable and important to stockmen. However, we can discern in this new venture, first, the possibility of much unnecessary duplication of effort and expense; secondly, a limitation of the scope of its work which will seriously impair the value of some of the information that may be collected.

The Department of Agriculture, through its Bureau of Markets, is now—partially at least—supplying to the live-stock industry of this country much of the information which the new bureau intends to furnish; and the Bureau of Markets would be able to furnish more of those data if Congress would grant an adequate appropriation for that purpose. The meat-packing bill now pending before Congress provides for a Federal Live Stock Commission of three members, and specifically states that among the duties of that commission are the following:

Section 7. The commission shall have all the powers and duties heretofore exercised or performed by the Bureau of Markets in the Department of Agriculture relating to the acquisition and dissemination of information regarding the production, distribution, and consumption of live stock or live-stock products. It shall investigate and ascertain the demand for, the supply, consumption, costs, and prices of, and all other facts relating to, the ownership, production, transportation, manufacture, storage, handling, or distribution of live stock or live-stock products, including operations on and the ownership of stock-yards. It shall compile and furnish to producers, consumers, or distributors, by means of regular and special reports, or by such other methods as it deems most effective, information respecting the conditions of the live-stock market and the supply, demand, prices, and other conditions affecting the market.

The enactment of this meat-packing bill would provide all the machinery necessary to ascertain the facts which the new federation proposes to assemble and disseminate, and much more valuable data than it could

possibly secure. Why, then, duplicate this work by other independent agencies and at great expense?

The limitation of the scope of the work of the new federation, so far as it applies to the United States, is a fundamental weakness which will somewhat militate against the value of the statistics that it may secure. This is a big country. Every state raises and ships live stock. The live-stock situation on the Pacific coast, on the northern ranges, in the Middle West, or even in the East, exerts fully as potent an influence on receipts and prices as do the conditions in the limited territory which is to be embraced in the new federation. Chicago is the big live-stock market of this country and of the world. Prices at Chicago set the pace for all other markets, particularly on finished live stock. Any research into live-stock conditions which leaves out of account the influences which affect Chicago and some of the other important markets would be woefully deficient and misleading, and might tend to incorrect assumptions as to supply, prospective prices, etc. To be of unquestioned and substantial benefit, such a plan as proposed must in the very nature of things take into consideration the conditions in other territories than that strictly tributary to Kansas City, Fort Worth, Oklahoma City, or St. Louis. This is so obvious as to need no further comment.

The promoters of this new federation state that it is not intended for any of the state live-stock associations to abandon their organizations or lose their identity by affiliating with it. The great Cattle Raisers' Association of Texas, which includes in its membership a majority of the stockmen in Texas, Oklahoma, and the grazing section of Kansas, and which has an unbroken record of substantial achievements for the benefit of its members, is financially able to undertake the work proposed by the federation, if it be deemed necessary under all the circumstances. So is the Panhandle and Southwestern Stockmen's Association, the New Mexico Cattle and Horse Growers' Association, or the Kansas Live Stock Association. In fact, we understand that the latter organization has already installed a representative at Kansas City. The Federal Board of Farm Organizations now has under consideration the establishment of representatives at all important markets. This would be advisable and helpful if there were no prospects for a better agency. The Federal Live Stock Commission, from every aspect, would be a much better instrument, as it would cover the entire country at all markets. Its creation would obviate the necessity for different live-stock organizations or farm bureaus maintaining a variegated kind of research departments, which at best would probably be deficient in the information they might secure.

Manifestly the new federation could be of lasting service to stockmen in detecting unfair practices and methods at the markets; but, even after it had located such reprehensive practices, it would have no power

to correct them. The Federal Live Stock Commission would possess such power—and that is one of the cardinal features of the new “K-K bill.”

THE PRODUCER does not wish to be understood as minimizing the importance of the data which the new federation intends to collect and disseminate, or as opposing the creation of the federation, if it should ultimately be deemed advisable. Indeed, the founders of this magazine early recognized the value to stockmen of full and accurate information as to live-stock conditions in all surplus live-stock countries, and the amount available for export; the probable needs of consuming nations; our exports and imports—data which the proposed organization intends to furnish. With that in view, THE PRODUCER arranged for special correspondents in Argentina, Australia, England, and Canada, and at present is endeavoring to secure representatives in other surplus and consuming countries. This magazine has monthly published all the statistics as to imports and exports of live stock and meat products. In fact, special attention is devoted to this branch of information in addition to domestic conditions.

We have thus commented somewhat at length on this proposed new federation in order to direct attention to certain phases which seem so far to have escaped the attention of those back of the proposition, and in the earnest desire that the plan may be carefully considered and analyzed from every angle before it is put into effect. We believe that the Federal Live Stock Commission, as now provided for in the revised K-K bill, affords a better avenue for the collection and dissemination of this information than any other independent agency.

It is well not to rest too much hope on the protection that stockmen may derive from statistics. It takes many months to mature meat-food animals, and by the time they are ready for market, conditions may have materially changed. No one can prevent the effect that overproduction will have on prices. This is no time for expansion in the live-stock business.

* * *

Shortly after the campaign for this new federation was launched, THE PRODUCER received a communication alleging that the scheme had been hatched by the packers or their friends in order to defeat any meat-packing legislation. As to the correctness of that charge we express no opinion; but the fact that the plan was presented by the president of a bank with reputed packer affiliations, and is championed by a market paper which in and out of season has supported the packers, lends some color to the charge. The actuating motives should be carefully scrutinized. The plan may bear the same packer brand as the proposed producer-packer committee which was brought forth as a panacea for all market evils early last year, and which turned out to be a well-conceived scheme to forestall any kind of legislation.

THE NEW PACKER-CONTROL BILL

WITH THE CHANGE in the situation brought about by the Palmer-packer agreement the proposed legislation for the control of the meat-packing industry entered upon a new phase. Cognizance of the altered circumstances was taken by Senators Kendrick and Kenyon when, immediately after the holiday recess of Congress, they withdrew the two bills bearing their names and jointly submitted a new measure, now before the Senate Committee on Agriculture and Forestry. The revised bill puts on the federal statute-books the terms of the settlement between the packers and the Department of Justice, and creates a new body—to be known as the “Federal Live Stock Commission”—to look after the enforcement of its provisions, instead of the Secretary of Agriculture, as originally proposed. The commission is to consist of three members, to be appointed by the President and approved by the Senate. They shall devote their entire time to the administration of the act, receive a salary of \$10,000 annually, and be vested with the same powers of conducting investigations and summoning witnesses as are now exercised by the Federal Trade Commission. Their decisions are to be subject to the fullest review by the courts. In addition to their duties of supervision, they shall compile and publish reports on the supply, demand, prices, and all other conditions affecting the market and the live-stock industry generally, taking over most of the work heretofore performed by the Bureau of Markets. The licensing feature has been eliminated from the new bill, and in its stead substituted a voluntary registration system, which, it is believed, will accomplish the same end.

The provision of the former “K-K bills” regarding the use of packer-owned refrigerator cars has been eliminated. The purpose of that provision has been covered by a clause in the new railroad bill requiring railroads to furnish refrigerator cars to all on reasonable notice, and imposing penalties for failure to do so. There is an acute shortage of all kinds of railroad cars, and both Senator Kendrick and Senator Kenyon believed that until the railroads could secure an adequate supply it would be inadvisable to attempt to generalize the use of privately owned cars, even though it were safeguarded under the jurisdiction of the Interstate Commerce Commission.

While this modified bill has not been hailed with any degree of enthusiasm on the part of the packers, who profess to think that the truce concluded with the government ought to have led to a permanent cessation of hostilities, there seems reason to anticipate a less determined opposition than that with which they fought the original measures. With the modification of the three features to which the packers most strenuously objected—the placing of so much authority in the hands of one man, the licensing provision, and the refrigerator-car

proposition—their chief grounds of criticism have been removed.

The new bill is now being considered in executive session by the Senate Committee on Agriculture and Forestry. The House Committee on Agriculture will probably commence hearings on this legislation the latter part of this month. During January many farm organizations expressed approval of it, some of them even insisting on more drastic measures of control. Unless this proposed legislation is promptly enacted, there is certain to grow up a demand for more stringent control; and, should the legislation be much longer delayed, THE PRODUCER would not be surprised to see the packers implore the assistance of the stockmen to save them from a greater evil in the form of an insistent demand for more complete regulation than is now contemplated.

Let, then, the stockmen's and farmers' organizations everywhere put their whole strength behind the new bill, and urge upon Congress its speedy enactment. This question has been agitated quite long enough. Opinions have varied, and will continue to vary, as to certain of its details; but nothing can be gained from further discussion and opposition. Let us put it through promptly, in the best obtainable form, and be done with it! Let the packers stop their insidious agitation against any kind of control! Let them gracefully accept safe and sane regulation, and enter upon a new era!

ADVANCE IN GRAZING CHARGES ON NATIONAL FORESTS

FOLLOWING THE LAVISH EXPENDITURES during the war period, our government is now searching every avenue for means to increase its revenue. The Committee on Agriculture of the House of Representatives, which held hearings in December on the agriculture appropriation bill for the year 1921, has concluded that the government should extract some additional money out of stockmen for grazing on the national forests. According to the provisions of the agriculture appropriation bill reported out of the committee on February 3, charges for grazing must be readjusted by the Secretary of Agriculture on the basis of pasturage rates on privately owned lands of similar character. The new provision is as follows:

That hereafter the charge for grazing permits upon each of the national forests shall be not less than the appraised value of pasturage upon such national forests as determined by the Secretary of Agriculture from time to time, but at least every five years, beginning with the calendar year 1921, upon the basis of the commercial rates charged for pasturage upon lands of similar character, taking into account the advantages and disadvantages of the respective areas.

This requires a reappraisal for 1921 on the basis of present conditions, and may result in a very substantial

increase of grazing fees. In its report accompanying the bill the committee states:

The receipts from grazing during the fiscal year 1919 amounted to approximately \$2,600,000. It is estimated that the new grazing fees will practically double this sum.

It is well known that the present grazing fees yield a very substantial sum over and above the cost of administration of that branch of the service. Henry S. Graves, Forester, and A. F. Potter, Associate Forester, appeared before the Committee on Agriculture and defended the present charges in great detail, explaining the basis of the five-year-permit system established in 1919, and the understanding arrived at with the stockmen.

When the national forests were created, in 1891, there was not even a suggestion of commercializing the grazing thereon. The forest lands were withdrawn to protect watersheds and timber. Their administration was transferred from the Department of the Interior to the Department of Agriculture in 1905, and early in 1906 the grazing-fee system was started. The original idea of the grazing fees was simply to defray the cost of administration. Many small advances in these fees were made between 1906 and 1917, to which stockmen did not raise much, if any, objection. In 1917 David F. Houston, Secretary of Agriculture, decided that the grazing fees should be approximately doubled, the advance to be distributed over three years. At the 1917 convention of the American National Live Stock Association, at Cheyenne, Wyo., the reasonableness of this proposed advance was thoroughly discussed with Secretary Houston, with the result that the secretary concluded to impose only a 25 per cent increase during 1917, and to take under further consideration any additional advance. Stockmen wanted long-time permits, not subject to any reduction in the number of head or any advance in the grazing fees. In 1918 Secretary Houston informed stockmen, through the American National Live Stock Association, that it had been decided, after thorough investigation, to make the 100 per cent increase contemplated in 1917, and at the same time to grant five-year permits without any increase in rates and not subject to any reduction in the number of head. This was accepted by stockmen, although many felt that it was an unreasonable increase on account of the many disabilities attending the use of grazing lands on national forests as compared with private land.

The Committee on Agriculture of the House of Representatives now proposes to nullify the understanding with Secretary Houston, and to revise the rates before the end of the five-year period, so as to secure all the revenue that the business will stand. Increases in grazing costs throughout the West are like an endless chain—a vicious circle of advances. First the grazing rates on the forests are increased; then the states demand more money for grazing on their land; privately

owned tracts get more rental; Indian reservations increase their charges with a jump. Grazing charges on all these lands have rightfully been higher than on the national forests, because they are worth more. The proposed increase in grazing on national forests will start another general advance all along the line on other lands. Of course, this will be reflected in the cost of raising live stock, and the ultimate consumer will have to foot the bill. Mr. Haugen, of Iowa, chairman of the Committee on Agriculture of the House, is the main sponsor for this increase. We wonder if he realizes that Iowa feeders will have to pay more for their stocker cattle if this increase is permitted, and that the consumer will have to pay a higher meat bill. With one hand the government is trying to increase production and reduce prices, and with the other it is endeavoring to increase costs of production. This proposed advance will dampen the ardor of many stockmen for grazing privileges on national forests.

In view of the understanding with Secretary Houston when the last advance of grazing fees was made and the five-year-permit system inaugurated, Congress ought not, in fairness, to establish the new basis until 1924, when the five-year period expires. Every live-stock association throughout the West should wire its senators and representatives in Congress a vigorous protest against this unwarranted proposal of the House Committee on Agriculture, and insist upon the spirit of the understanding with Secretary Houston being carried out.

OFFICIAL LIVE-STOCK ESTIMATE

ON FEBRUARY 1 the Department of Agriculture issued its annual estimate of live stock in the United States on January 1, 1920. These figures should not be confused with those of the census enumeration now in progress. They are simply an estimate predicated on returns of about 40,000 correspondents throughout the country. The basis for these yearly estimates is the census taken every ten years. The last census was in 1910. The figures from that were accepted by the department as correct and used as a basis. For the year 1911 the department obtained data from its correspondents, a composite result of these returns was applied to the census figures of the previous year, and thus an estimate of live stock on hand in 1911 was secured. By the same method each succeeding year's figures were arrived at.

The system used in making these estimates from year to year is about as correct as humanly possible under the circumstances. Obviously errors in any one year would be reflected in the estimates for the following year. However, it has never been deemed advisable to take a census of live stock every year, and the yearly estimate of the Department of Agriculture is both in-

structive and valuable for comparison, even though it may not be so accurate as the census.

According to this estimate, the United States had on January 1, 1920, 215,760,000 head of live stock—a decrease of 2,664,000, or 1.2 per cent, from a year ago. The valuation is slightly less than in 1919.

Following are the detailed figures for the past ten-year period:

| Year | Milch Cows | Other Cattle | Swine | Sheep |
|------------|------------|--------------|------------|------------|
| 1920 | 23,747,000 | 44,385,000 | 72,909,000 | 48,615,000 |
| 1919 | 23,475,000 | 45,085,000 | 74,584,000 | 48,866,000 |
| 1918 | 23,510,000 | 44,112,000 | 70,978,000 | 48,603,000 |
| 1917 | 22,894,000 | 41,689,000 | 67,503,000 | 47,616,000 |
| 1916 | 22,108,000 | 39,812,000 | 67,766,000 | 48,625,000 |
| 1915 | 21,262,000 | 37,067,000 | 64,618,000 | 49,956,000 |
| 1914 | 20,737,000 | 35,855,000 | 58,933,000 | 49,719,000 |
| 1913 | 20,497,000 | 36,030,000 | 61,178,000 | 51,482,000 |
| 1912 | 20,699,000 | 37,260,000 | 65,410,000 | 52,362,000 |
| 1911 | 20,823,000 | 39,679,000 | 65,620,000 | 53,633,000 |

In many well-informed quarters a strong belief is current that the decrease in cattle and hogs during 1919 was larger than indicated by the foregoing figures. THE PRODUCER inclines toward that opinion. The official census figures, available in a couple of months, will show.

SHIPPING DATES FOR DROUGHT CATTLE NEEDING ADJUSTMENT

SOME STOCKMEN in the drought area of the Northwest were unable to complete their shipments to southern pastures within the time limit, which was variously fixed by different lines—to expire via some lines on January 15, 1920, and via other lines on December 31, 1919. In order to meet this situation, the time limit for the going movement was extended to January 31, 1920. For the return movement the limit was originally fixed for June 1, 1920. This was not considered sufficient time, and on request of stockmen the return limit has been fixed for July 1, 1920.

The basis of the emergency rates for shipment of cattle and sheep south-bound from the drought area was the rates prevailing north-bound. This was arranged because in many instances there was not a reasonable scale of south-bound rates. For the return movement to most of the drought area rates are authorized on the basis of one-third of the south-bound rate applied on the going shipment. Some live stock was shipped south via circuitous routes—partly on account of the car shortage and partly because of inability of direct lines to move all the stock offered for shipment. This will necessarily complicate the assessment of charges on the return movement, as most of the stock, if returned, will move via the direct line. Probably it will be necessary in a good many cases to file claims in order to adjust any overcharges that may occur.

It has been estimated that approximately 150,000 cattle and 350,000 sheep have been moved from the drought area to Texas, New Mexico, and other points south. Opinions differ as to what percentage will be

returned to northern pastures. Probably the aged, fat cattle will be shipped direct to market from southern pastures. Whether all or most of the breeding stock will be returned depends on the prices that can be secured for this class of stock in the territory to which it was sent.

INVESTIGATION OF RETAIL MEAT PRICES

THE BUREAU OF MARKETS has again demonstrated its usefulness by instituting an investigation into the retail meat problem. Three lines of inquiry are being pursued: first, a survey of the entire meat business, so as to determine whether it is being conducted economically, and what changes in the present system would be beneficial; second, an analysis of the spread between the wholesale price of meat and the price paid by consumers; third, a study of state and municipal regulations of the retail business, with a view to ascertaining what benefit, if any, has flowed therefrom.

Something over a decade ago, under the authority of Hon. James Wilson, then Secretary of Agriculture, an investigation into the margin of retail and wholesale prices was made in the important consuming centers. The result of that study developed a remarkable spread in these prices, varying sharply in different large cities. The conclusion then reached was that the retail business was overdone, and that too many people were extracting a living out of it, thus making the overhead expenses too high. We believe the same condition obtains today. A greater efficiency in the retail business should spell lower prices for the consumer through the elimination of some unnecessary and avoidable expenses.

It is expected that the investigation of the Bureau of Markets will be completed in May, and its findings and recommendations submitted in June of this year.

NATIONAL WESTERN STOCK SHOW

THE FOURTEENTH NATIONAL WESTERN STOCK SHOW, held in Denver January 17-24, 1920, passed into history in a blaze of glory: larger and better exhibits, keener competition, satisfactory prices for all the pure-bred classes, and record prices for some of the feeder classes. The horse show was a marked success. The great auditorium was filled every evening.

The next important stock show will be held in Fort Worth, Texas, March 10-15. That will be followed in April by the Fat Stock Show in Salt Lake City, Utah.

The first International, held in Chicago over twenty years ago, marked the advent of a new era in the livestock industry. Since then annual exhibitions of pure-bred and high-class stock have been established at many other important points throughout the country. They

are in keeping with the spirit of the times. Better sires spell economy in production and greater returns to the stockmen. The Longhorn is gone, and the scrub is rapidly disappearing. Too much importance cannot be attached to the benefits flowing from these annual exhibits of good stock. They should be encouraged and liberally supported; for they mean much to the entire country. Good bulls are the best investment that a cattleman can make.

SAVE THE FORESTS!

ELSEWHERE IN THIS ISSUE we give space to a plea for the conservation of our forests. From many quarters a solemn warning has been sounded that the country's timber resources are in danger of exhaustion. With the profligacy which characterizes us as a nation, we have spent our magnificent inheritance in wanton wastefulness, heedless of the needs of tomorrow. Our soil we rob till it refuses to yield. In our coal-fields and metal mines we work the richest or most easily accessible veins, and clear out, leaving the slag and the dross to be picked over by future generations. Where a few decades ago stood virgin forests, limitless in expanse and capable, under rational methods, of supplying our legitimate wants for an indefinite period, millions of acres of bleak tracts and barren hillsides, of fire-scorched trunks or rotting boles or the scrub of a useless second growth, testify to the cupidity and thoughtlessness of man. Of the 850,000,000 acres constituting the original forest area of the United States, we are told that only about 200,000,000 acres of mature and merchantable timber now remain.

At the present rate of destruction, forest officials estimate, in twenty years from now the East, the South, and the Lake regions will be practically stripped of their available timber. All varieties of domestic hardwoods will then be at a premium. For soft-woods we shall be dependent on the Northwest. Already prices on lumber have doubled. Transportation from the Pacific coast will add enormously to the cost of indispensable building materials. With the progressive depletion of this last remaining stand of trees, we are thrown back on importation. How long can, and will, Canada furnish us with pine logs for our houses and pulp for our paper-mills? Whence, and on what terms, shall we obtain raw material for our furniture factories?

The situation is serious, the problem an urgent one. Fortunately the remedy lies close at hand. Coal and oil, once consumed or wasted, cannot be replaced. Trees can. In Europe, long ago, they learned the bitter lesson that is being brought home to us now. They learned to protect their woodlands; and they learned to plant.

There is only one way: First, we must give adequate protection to the timber we still have left; secondly, we must make provision for the supply of the future.

Of our remaining forests, four-fifths are in private hands. Ninety-seven per cent of the annual cut comes from woods privately owned. It is these lands that are being so ruthlessly devastated. Legislation is needed to bring them under public control. The area of our public forests should be vastly extended by purchase. Co-operation between federal and state governments should be inaugurated for the prompt enactment of uniform laws looking to protection against fires, and involving a comprehensive program of scientific reforestation. Nurseries should everywhere be established under state auspices. The study of arboriculture should be systematically encouraged, and a love of trees fostered in our schools.

It takes time to grow trees. Certain European countries have laws prescribing that only one per cent of standing timber, whether publicly or privately owned, may be cut annually—the trees to be designated by government foresters; and that *a new tree must be planted for every one cut down*. This policy is based on a hundred-year schedule—each century the forest is renewed, and thus a perpetual and even supply assured. Might we not to our advantage borrow a leaf from the book of experience?

S. W. McCLURE

AT THE LAST ANNUAL MEETING of the National Wool Growers' Association, held in Salt Lake City, Utah, January 19-21, Dr. S. W. McClure tendered his resignation as secretary, stating that he had accepted the position as general manager of the Cunningham Sheep and Land Company. Mr. F. R. Marshall, who has been connected with the Bureau of Animal Husbandry of the Department of Agriculture, succeeds him. For the present Dr. McClure will retain the management of the *National Wool Grower*—the official organ of the National Wool Growers' Association.

Under the able and conscientious stewardship of Secretary McClure during the past nine years the National Wool Growers' Association has grown in importance, membership, and influence, and has become truly representative of the great sheep industry of the United States. He has been a conscientious and indefatigable worker for the best interests of the sheepmen. At all times he has intelligently represented their views and policies before Congress, the Interstate Commerce Commission, and state bodies. Under his management the annual ram sale at Salt Lake City attained its great distinction. The sheep industry has in him lost a faithful servant.

THE PRODUCER keenly regrets the retirement of Dr. McClure, and wishes him unbounded success in his new field of endeavor.

WHERE DO THE PROFITS GO?

ON A SUBJECT of considerable interest to every man these days, the *National Wool Grower* thus comments editorially. That the blame for the outrageous price of clothing cannot justly be placed at the door of the producer of the raw material seems evident from this exposition:

"Retail clothing is high, and many people are of the opinion that this high price is due to the price of wool. The National Wool Growers' Association desires that the public shall know exactly what part of the cost of clothing goes to the man who raises the sheep and produces the wool out of which woolen clothing is made; and to that end this statement is published.

"An average all-wool three-piece suit of men's clothing is retailing at \$50 to \$75. For a man weighing 175 pounds 3½ yards of cloth is required to make a suit. The weight of cloth for men's clothing ranges all the way from 10 to 18 ounces per yard. The average medium-weight winter suit is made of goods weighing 14 ounces per yard. At 3½ yards per unit, the cloth in the entire suit weighs 49 ounces, or slightly over 3 pounds.

In the manufacture of worsted, all-wool cloth it requires 1¼ pounds of scoured wool to produce 1 pound of cloth; therefore, to make all the cloth in this suit would require 61¼ ounces of scoured wool—or, say, 62 ounces. . . . This grade of wool is selling in Boston on this date at from \$1.25 to \$1.36 per scoured pound, which, at \$1.36, is equal to 8½ cents per ounce. As 62 ounces of scoured wool is required to make the entire suit, the cost of wool in the suit is \$5.27.

"If the suit happens to be made of the very finest western wool, selling at \$1.90 per scoured pound, instead of the medium grade, then the wool in the entire suit will cost \$7.37. . . .

"We are not charging anyone with profiteering in the sale of clothing, as it is not our place to do so. All we ask is that the public place on the shoulders of our wool-growers only that portion of responsibility for high-priced clothing that properly belongs to them. We are willing to assume that responsibility."

BANK CLEARINGS SHOW ENORMOUS INCREASE

BANK CLEARINGS in 132 cities of the United States totaled \$414,752,812,927 in 1919, compared with \$330,162,380,099 in 1918—a gain of 25.6 per cent. Of this amount, \$235,802,634,887, or considerably over one-half, fell to New York City. Chicago, which follows, lagged far behind with \$29,685,973,091. No fewer than twenty-six cities showed totals in excess of \$1,000,000,000 each.

THE CALENDAR

- February 17-19 — Annual Convention of Arizona Cattle Growers' Association, Tucson, Ariz.
- February 17-19—Annual Shorthorn Congress, Chicago, Ill.
- February 24-26 — Convention of Buyers' and Sellers' Live Stock Association, Amarillo, Tex.
- March 1-6 — Southwest American Live Stock Show, Oklahoma City, Okla.
- March 2-4 — Annual Convention of Panhandle and Southwestern Stockmen's Association, Tucson, Ariz.
- March 8-11 — Annual Convention of New Mexico Wool Growers' Association, Roswell, N. M.
- March 10-12 — Annual Convention of New Mexico Cattle and Horse Growers' Association, Roswell, N. M.
- March 10-15 — Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 16-18 — Forty-fourth Annual Convention of Cattle Raisers' Association of Texas, Houston, Tex.
- March 29-31 — Annual Convention of New Mexico Cattle and Horse Growers' Association, Roswell, N. M.
- April 5-7 — Fourth Annual Inter-Mountain Stock Show, Salt Lake City, Utah
- April 15-16—Annual Convention of Wyoming Stock Growers' Association, Cheyenne, Wyo.
- April 20-21 — Annual Convention of Montana Stock Growers' Association, Billings, Mont.

THE STOCKMEN'S EXCHANGE

THE PRODUCER invites the stockmen of the country to take advantage of its columns to present their views on problems of the day as they affect their industry. It solicits correspondence on topics of common concern, such as stock, crop, and weather conditions, doings of state and local organizations, records of transactions of more than individual interest. Make it your medium of exchange for live-stock information between the different sections of the stock-raising region. Address all communications to THE PRODUCER, 515 Cooper Building, Denver, Colorado.

LET FOREST SERVICE ADMINISTER PUBLIC RANGE

SHERIDAN, WYO., January 14, 1920.

TO THE PRODUCER:

In the December number of THE PRODUCER appeared an editorial on the subject of "Overgrazing on National Forests," in which the position is taken that considerable damage has been done to many of the forests by permitting too much stock to graze on them. With the record of the Big Horn Forest Reserve of carrying more stock through the drought season of last year, turning off practically the only fat cattle sent to market from the northern range of Wyoming, and having more cattle on it than ever before, it would seem that this locality, at least, was not taken into consideration by the writer of the article in question.

To have their grazing privileges curtailed would mean a great hardship to the cattle-raisers using this forest. They have used the same range for twenty-three years, and are among the oldest and largest permittees. Their cattle have always come off by the first of October, in good condition, and we see no reason why any permittee should be cut off from his summer range.

At the Cheyenne convention of the American National Live Stock Association unanimous protest was voiced against the government raising the fees for forage on the national reserve. If the same objection had been made at the next convention, the fees might have been kept down, and this extra expense not been added to the cost of producing cattle, which in the long run will act as a boost to the cost of living. If the cattle-producers who use the national forests will unite now and fight for the general benefit to be derived from the feed on these reserves, the number of cattle, sheep, and horses will not be reduced to any large extent.

A great deal is being done by government officials to reduce the high cost of living. At the same time it seems that the Department of Agriculture is increasing the cost of production. And whenever the cost of production is raised, the consumer will have to pay just that much more.

The Forest Service has done much for the regulation and use of that part of the public range with the administration of which it has been intrusted. It has made the permittee do such things as will benefit all, and as will enable these reserves to care for more live stock than is possible on any public range

not so controlled. The putting-out of salt, building of drift-fences, and use of pastures have enabled the permittees to get the greatest amount of benefit out of the forage placed at their disposal. The drift-fences are highly beneficial, in that they not only prevent the drifting of cattle, but make it easier to gather and handle them, thus saving flesh.

Bulletin No. 790 of the Department of Agriculture, entitled "Range Management on the National Forests," by James T. Jardine, inspector of grazing, and Mark Anderson, grazing examiner, contains much valuable information for the permittees of the national forests. It goes into many details with respect to the handling of cattle, horses, and sheep, the erosion of land that is overgrazed, and drift-fences and salting. This latter subject is one of very great importance. Every unit should have the proper amount of salt. The salt should be placed according to plans drawn up by the local supervisor, and the permittee should be made to place it at the exact spot called for by these plans.

Whenever overgrazing is noticed on the forest reserve, it is usually in such localities as are not taken proper care of. A number of permittees will turn their cattle onto the reserve without locating them on their range, or without even placing them in the sections called for by the permits. Many such people live close to the forest, have a few more cattle than their permit calls for, and let them drift onto the forest reserve in the hope to "get by." In this way they crowd the range. In the Big Horn Forest—and, I suppose, in others—it is almost impossible for the rangers to get an exact count on the cattle. Until some means is discovered of keeping the users within bounds, there will be overgrazing in certain localities.

At the coming convention of the American National Live Stock Association at Spokane it is proposed to discuss the matter of turning the public range over to the control of the Forest Service. As a public measure, this would be of great benefit. The land would thus be under government officials, and the greatest good would result to the producer of live stock, as under such conditions he would be compelled to take care of what he is using. Like all new movements, the setting-aside of land for forest reserves, and its use for grazing, were criticised by nearly everyone at first; but that great advantage has resulted therefrom, and that as much good would come from government control of the remaining public grazing land, admits of no doubt. Although this may not be accomplished at once, it is bound to come—and the sooner the better for all concerned.

To sum up, I believe it would be well to remember that the national forest has been a great factor in the production of live stock. With the promised change in its control to include all of the public range under the same management, it would seem that the meat production of the country should be greatly increased, resulting in lowering the high cost of living, which is one of the most serious problems at present confronting the country.

J. E. PATRICK.

ARMOUR & CO. REPLY TO CRITICS

CHICAGO, ILL., December 30, 1919.

TO THE PRODUCER:

James E. Poole, in the "Trade Review" in the November issue of *THE PRODUCER*, page 36, states that the prices of hogs had at that time declined 40 per cent in value, while prices to the public had either remained stationary or declined only 10 to 15 per cent from war levels. He later states that, now that the packers have filled their cellars with cheap product, the prices are certain to rise, as this has been a custom, and that the rules of the game are certain to be followed. Throughout his article he implies, although he does not actually say so, that the packers are responsible, by means of such statements as, "If killers are able to put prices up at their pleasure, it is equally logical to assume that they can put them down." The little word "if" in this case is particularly felicitous, as it absolves Mr. Poole from a definite charge, and at the same time suggests to the average reader that it lies within the power of the killer to make or break prices.

The packer has no control whatsoever over consumptive demand. The only way in which he can foresee it is in big movements, while the bulk of price fluctuations are produced by the daily variations in sales due to the unforeseen marketing of fruits or green products, or to picnics, feast-days, fast-days, delays in shipment, and any other of the hundreds of things that may deplete or clog the branch houses of the various packing companies. The recent drop in prices was caused by the failure of the packer to foresee the drop in exchange at the same time that he foresaw the great European demand for pork products. As a matter of fact, pork exports dropped from 413,000,000 pounds in June to 123,000,000 pounds in September and 119,000,000 pounds in October, and the packer was left with much high-priced pork to dispose of, on local American markets that were unable to stand the additional strain. The packer's problem of the last few months has been to sell, on American markets, pork that normally would have gone to Europe. He has not been concerned with filling his coolers, but rather with adjusting himself to the lowered wholesale prices which he has had to accept.

Mr. Poole's statement that prices of hogs have declined only 10 to 15 per cent is misleading, as far as the packer is concerned. Between August 1 and November 1 skinned shoulders dropped 1 cent, Boston butts 2 cents, leaf lard 5 cents, pork tenderloin 10 cents, cured hams 10 cents, picnic hams 7 cents, bacon 5 cents, clear bellies 11 cents, and fat backs 7 cents. It is true that spare-ribs and loins did not drop, but in past seasons it has been customary for spare-ribs to rise at this time of year, due to increased demand, while loins were decidedly low in the later months of high prices, as compared with their normal ratios with other pork cuts. The whole carcass has sustained, during the period when prices were dropping on foot, an average decrease of about 7 cents, or approximately 20 per cent. If it were not for the great stability of killing costs, one would expect a drop of 20 per cent in wholesale prices to produce a drop of nearly 30 per cent in the prices on foot, due to the ratio of dressed weight to live weight. But labor does not change its rate of pay with a drop in pork, interest charges and overhead charges remain the same, and consequently the percentage drop in hoof price is greater than that of pork product. Similarly, when prices rise the percentage increase on foot is always greater than the percentage increase on pork. But, of course, no one ever calls attention to this. As a matter of fact, percentage consideration of prices is always unreliable, and one should compare the actual money values—cents against cents.

January 7, 1920.

In the December issue of *THE PRODUCER* Mr. Howard Guilfoil, of Brownlee, Neb., writes, under the caption "Packer Legislation Should Be Passed," that a good fat steer worth \$12 per cwt. July 15 should be worth the same price a week or two later. He believes this to be the condition which the Kendrick-Kenyon bills are trying to remedy—as he states, "to establish a market that is competitive and to stabilize values."

If the steer which Mr. Guilfoil mentions could be assured of having the same buyer, with the same identical desire for particular cuts of meat from him, two weeks or four weeks later that he has on that date, it might be possible for him to be worth the same amount. Mr. Guilfoil does not seem to realize that, as the temperature goes up in the summer, it becomes increasingly difficult to vend retail meat at high prices. In order to move out the meat that is killed each day by the packer, it is necessary to sell the carcasses on hand in the branch houses. These can be moved only at the prices which the consumer is willing to pay. As the days get warmer, it becomes increasingly difficult to sell meat to the public, since vegetables, fruits, and general garden produce replace to a large extent the meat ration of the average consumer.

Just how the Kendrick-Kenyon bills are going to influence the consumer's appetite is not apparent under present circumstances. Yet, unless they can so influence consumptive demand, they can do little or nothing toward the stabilization of prices.

On the same page Mr. Heywood Daly, of Lismas, Mont., states that the packer has concealed his profit on five- and six-cent canners, and has given the public figures only on high-priced steers. During the last two years Armour & Co.'s beef department has actually operated at a loss, and the figures presented include animals bought for dressed beef and for canned beef, as well as credits for the by-products at the market prices on the day at which they are taken. If the by-products department later shows these by-products to have been more valuable as raw material than they were originally considered to be, these additional values are credited to the beef department.

On the same page Mr. J. K. Campbell, of Prescott, Ariz., states, under the heading "Packer Supervision Wanted by Independent Stockmen," that Charles W. Hunt, of Iowa, was "cheated out of hundreds of dollars by a commission firm at Chicago by the short-weight and shaving-the-price routes." He states that, through the efforts of the Bureau of Markets, Mr. Hunt was fully reimbursed and the commission man's license revoked. Just why the wrongdoing of a commission salesman requires governmental regulation of the packer is not clearly pointed out.

The Secretary of Agriculture, at the present time, seems to have the power to handle just such conditions as Mr. Campbell has discussed in this particular instance. It is on the implication that the packers are responsible for everything that occurs at the market that much of the agitation on the part of the producer against this industry is dependent. One may almost continually find assertions against the packers being published without any evidence to substantiate the charges. In the absence of such evidence, a reader must, of course, accept the charges on the basis of what is said. If the packer presents the figures to the contrary, however, it is usually charged against him as propaganda, the editor gives him an inconspicuous place in the paper, or his defense is not printed at all. As an illustration of this may be mentioned the statement which Mr. Armour is supposed to have made to a committee of forty-five Kansas producers who called to confer with him. A Kansas City paper reported the result of the interview, stating that, although Mr. Armour did not exactly say the things as worded, their interpretation of it was as follows; and

then went on to represent Mr. Armour as stating that the producers were crying over the prices of live stock, but that they would come back crying still more bitterly. Mr. Armour never made such a statement, nor did he even express sentiments of that sort. Yet this has been charged against him by the producer, and is thoroughly believed by any man who has a petty grievance. No denial can ever travel half so fast as a sensational assertion, regardless of the fact that the assertion may be made of whole cloth.

ARMOUR & CO.,
By EDWARD N. WENTWORTH.

CONDITIONS IN BIG HOLE BASIN NORMAL

GIBBONS, MONT., January 3, 1920.

TO THE PRODUCER:

The Big Hole Basin is one of the few localities in this state where conditions were nearly normal in 1919. The hay crop was an average one, and the range situation approximately so. A considerable number of drought-stricken stuff is being wintered here which will materially decrease our annual production of hay-fed cattle. Probably about 7,000 head are being fed for beef, and, owing to the heavy feed bill, these will be unloaded as fast as they get fat. Hay is selling for from \$25 to \$30 a ton, and is not plentiful at that. However, Big Hole anticipates a long winter, and there will be no loss from lack of feed. There will be both cattle and sheep for sale in the spring. One outfit is wintering 20,000 of the latter animals, which will be in prime condition to restock some range that will need them sorely when grass grows again. And, from all indications, Montana will have grass this year.

O. B. CANFIELD.

EXPERIMENTS IN BEEF PRODUCTION

INTERESTING CATTLE-FEEDING TESTS were conducted at the Agricultural Experiment Station of the University of Nebraska during a period extending from November 22, 1917, to April 1, 1918. The object of the tests was to ascertain the cheapest method of making beef, and at the same time producing the greatest quantity in a given time. The cattle used in the experiment were mostly Shorthorns and Polled Durhams, yearlings and two-year-olds, originating in the sand-hills of Cherry County, Nebraska. Their average weight at the time of purchase was 803 pounds, and their cost at the Omaha market \$9.65 per hundredweight. They were allowed to graze in one lot until the day the test began, when their weight averaged 830 pounds and their estimated cost \$9.78. Following the cattle were a lot of pigs, varying in number with the grain rations fed to the former. The results of the experiment are thus summarized in Bulletin 174 published by the university:

"I. The addition of 1.71 pounds of cottonseed nut cake to a corn and alfalfa ration failed to increase the rate of daily gain, but did increase the feed required per pound gain by .86 pound and the cost of 100 pounds of gain by \$2.16. It also decreased the profit \$2.65 per steer.

"II. The grinding of corn and alfalfa when fed in conjunction with cottonseed nut cake gave a .32 pound per day larger gain at a materially reduced cost per 100 pounds' gain, namely \$2.08, and increased the profit per head from \$5.56 to \$11. It also reduced the pork produced per steer from 42.6 pounds to 28.9 pounds.

"III. The feeding of snapped corn, cottonseed nut cake, and alfalfa hay, in comparison with shelled corn, cottonseed nut cake, and alfalfa hay, gave a slightly greater daily gain and a \$5 cheaper cost per 100 pounds of gain. The feeding of the snapped corn gave, exclusive of pork, a profit of \$13.87, in comparison with \$1.26 loss where shelled corn was fed; and, inclusive of pork, a profit of \$19.85, compared with \$5.56.

"IV. The feeding of a heavy silage ration did not produce so much finish as the feeding of corn in conjunction with cottonseed nut cake and alfalfa, but did result in considerable fleshing and a market price which left a margin of profit. The margin of profit per steer amounted to \$1.49, in spite of the fact that the sales price was \$1 per 100 pounds less than where the steers received a heavy feed of corn."

HOUSTON TO HAVE INDEPENDENT STOCK-YARDS

ANNOUNCEMENT IS MADE of the organization in Houston, Texas, of the Texas Union Packing Company and the Texas Union Stock Yards Company. The two companies, which have an authorized capital stock of \$4,000,000, are headed by the following officers: W. C. Turnbow, of Houston, president; J. M. Doud, of Chicago, vice-president; and Eli H. Doud, of Chicago, treasurer and general manager. A sixty-acre tract of land on the Houston Belt & Terminal Railway and the Ship Channel has been purchased, and it is proposed to start construction of the buildings within a short time. The packing plant, to represent an investment of \$3,000,000, will be five stories high and modern in every detail. The stock-yards, in which another million dollars will be invested, will comprise a live-stock exchange building, feeding-pens, barns, dipping-vats, etc.—all of the most up-to-date pattern.

Owing to its central location in the heart of a great cattle-raising territory, and the facilities which the Ship Channel affords for transporting meats to eastern and foreign markets, more cheaply than by rail, Houston is considered an ideal site for a packing plant, and the live-stock producers of that section of the country should derive great benefit from the new enterprise.

Without the activities of the Market Committee of the American National Live Stock Association, the establishment of this independent market would hardly have been feasible. It is gratifying to know that the labors of the committee are beginning to bear fruit.

PACKERS ISSUE ANNUAL STATEMENTS

NET EARNINGS of Swift & Co. for the year ending November 1, 1919, were \$13,870,181, as announced in their annual report recently issued. This shows a considerable reduction from the \$21,157,277 which represented the profits of the previous year, but was sufficient to declare a dividend of 8 per cent and leave a surplus of \$3,806,721, bringing this latter item up to \$88,381,900. The year's profits equaled 6.6 per cent on the average capital stock and surplus. The aggregate sales were \$1,200,000,000 (which also was the total in 1918), and the average profit per dollar of sales was 1.15 cents.

A net income of \$14,098,506 is announced by Armour & Co. for the same period, representing a return of 1.35 cents on each dollar of sales, and being 6.74 per cent on the net capital investment. The gross business of the company, exclusive of South America, totaled \$1,038,000,000, which is the largest amount recorded, comparing with \$861,000,000 in 1918. To surplus was carried the sum of \$11,112,383, leaving this item standing at \$80,479,182.

Morris & Co. report net earnings of \$704,642, which equals 1.25 on the investment and represents less than one-eighth of a cent on every dollar of sales. The volume of business increased, while profits declined. Dividends of 10 per cent were paid to stockholders, and to the surplus was added \$400,000.

Though the world didn't come to an end, another important event happened: The packers got religion.—*Toledo Blade*.

WHAT THE GOVERNMENT IS DOING

SECRETARY OF AGRICULTURE OUTLINES POLICIES

CALLING ATTENTION to what has been accomplished during the last few years for the improvement of agriculture and the betterment of rural life, David F. Houston, Secretary of Agriculture, in his annual report for 1919 expresses the opinion that among the things still needed to be done are the following:

1. The building-up, primarily under state law, of a system of personal-credit unions, especially for the benefit of farmers whose financial status and scale of operations make it difficult for them to secure accommodations through the ordinary channels.
2. Expansion of existing facilities and activities for aiding farmers in marketing, including especially the extension of the market-news and food-products-inspection services, and the assignment of trained market specialists to each state, in co-operation with the state authorities, to stimulate co-operative enterprises and to make helpful suggestions as to plans and methods.
3. Continuation of the present policy of federal participation in road-building, through the appropriation, if the financial condition of the nation permits it, of \$100,000,000 for at least each of the four years beginning with the fiscal year 1922, to be expended under the terms of existing legislation.
4. Regulation and control of stock-yards and packing-houses.
5. Federal legislation further to protect consumers against misbranded, adulterated, and worthless feeds entering into interstate commerce.
6. Similar legislation dealing with fertilizers.
7. Increased support by states for rural schools, and more definite direction of their instruction along lines related to rural problems and conditions.
8. Requisite legislation for the improvement of the sanitary conditions in rural districts, and for the building-up of the needed hospital and medical facilities.

SENATE TO PROBE OVERCHARGES BY COMMISSION FIRMS

THE FOLLOWING RESOLUTION, aimed at live-stock commission agents or concerns charging extortionate fees for their services at stock-yards, was recently introduced in the United States Senate by Senator Norris, of Nebraska, and passed by that body:

"Resolved, That the Secretary of Agriculture be, and he is hereby, directed to report to the Senate the names of all live-stock commission agents who, and companies, corporations, or firms which, in the exercise of the powers conferred on him under the licensing proclamations of the President for the licensing of stock-yards, dated June 18, 1918, and September 6, 1918, in pursuance of the act approved October 22, 1917, commonly known as the Food Control Act, have been found to have charged extortionate prices or fees for food furnished or for other services rendered, and to supply the Senate with a statement of the procedure had in all such cases, and the present status of each case."

RECEIPTS FROM NATIONAL FORESTS

RECEIPTS FROM THE NATIONAL FORESTS during the fiscal year of 1919 totaled \$4,358,414.86, which represented an increase of \$783,484.79 over the amount taken in during the previous year. Of this total, grazing fees contributed \$2,609,169.85, timber sales \$1,540,099.96, special uses (occupancy of land for miscellaneous purposes) \$136,822.99, and use for water-power development \$72,322.06. The receipts from grazing exceeded those of 1918, while the sum realized from the sale of timber fell off.

1919 BIGGEST YEAR IN MEAT INSPECTION

FEDERAL MEAT INSPECTION recorded its biggest twelve months in the last fiscal year. The number of animals slaughtered under federal inspection was 20.6 per cent greater than in the preceding fiscal year, and 21.6 per cent greater than the average for the last twelve years. The total number of animals inspected was 70,708,637.

Ante-mortem inspection resulted in the condemnation of 2,588 live animals on account of eighteen different diseases and conditions. Post-mortem examination revealed forty different diseases and conditions, resulting in the condemnation of 212,245 carcasses and 603,050 parts of carcasses.

The seven meat-inspection laboratories which are a part of the service made more than 60,000 analyses of products. Analyses revealed 306 violations of regulations.

The number of establishments at which inspection was conducted was 895, located in 263 cities and towns. Employees in the service numbered about 2,500, including veterinary inspectors, experts in sanitation, laboratory inspectors, lay inspectors, clerks, and others.

There were certified for export 3,492,070,795 pounds of meat and meat products. The total amount of meat offered for importation was 179,911,142 pounds, of which, upon inspection, 842,160 pounds were condemned or refused entry.

The inspection of meat for the military and other departments of the government amounted to 288,248,536 pounds, of which nearly 10,000,000 pounds were rejected.

In connection with actual inspection of meats and meat products, numerous investigations were conducted to develop and improve tests of various kinds and to perfect the system generally.

CREDIT FACILITIES FOR WOOL-GROWERS

LICENSING OF WOOL WAREHOUSES under the United States Warehouse Act gives to wool-growers facilities for credit which approach those enjoyed by other business men, according to a statement issued by the Bureau of Markets. The purpose of the act is to make it possible to issue a receipt of such integrity for wool stored in a licensed warehouse that it can be easily negotiated and widely used by the grower, ware-

houseman, manufacturer, or other depositor owning it, in financing the storage and marketing of wool.

Tentative rules and regulations for governing wool warehouses licensed under the act have been drafted, and hearings on these will be held in different sections of the country, to afford all interested persons an opportunity to attend and discuss the proposed rules and regulations. The final hearing will be held in Washington on March 1, 1920.

MILLIONS SAVED THROUGH DESTRUCTION OF WILD ANIMALS

LIVE STOCK AND WOOL valued at \$20,000,000 are lost annually through the depredations of wild animals. The value of farm produce and forage destroyed each year by rodents is approximately \$300,000,000. It is estimated that the households of this country sustain an annual loss from rats and mice of \$200,000,000.

During the past fiscal year it is estimated that about 32,000 predatory animals were trapped or shot by a force of between 400 and 500 skilled hunters, under the direction of the Biological Survey. Indications are that still greater numbers were killed by poisoning, though no actual count could be made of animals thus destroyed.

Extensive poisoning operations were conducted in the great sheep-growing sections of Arizona, Colorado, Nevada, New Mexico, Utah, and Wyoming. This was followed by a marked decrease, particularly in the number of coyotes, with a corresponding diminution in the losses of live stock. Stockmen say that on many important ranges and lambing-grounds the former heavy annual losses have become negligible, or have been entirely eliminated. The resultant saving is calculated to be not less than \$5,000,000.

The work of killing rodents—prairie-dogs, ground-squirrels, jack-rabbits and cotton-tails, pocket-gophers, native mice, wood-rats, cotton-rats, etc.—is also carried on with the co-operation of the states. During the past fiscal year ground-squirrels were poisoned on more than 14,000,000 acres. In one Idaho county alone 40,000 rabbits were killed. In the same period from 75 to 95 per cent of the prairie-dogs found on a total of 2,200,000 acres were destroyed.

TO SAVE ELK HERDS FROM STARVATION

DUE TO EARLY SEVERE WEATHER and feed shortage, the two principal herds of elk in the United States are in danger of such serious depletion that special funds have been set aside by the government for the purchase of hay for these animals, and every possible effort is being made to procure the needed feed, despite the great scarcity of hay and forage.

These elk, which number about 40,000, are divided into two groups, known as the northern and southern herd, respectively. The latter, which winters in the vicinity of Jackson Hole, to the south of Yellowstone Park, is under the protection of the Department of Agriculture; while the northern herd, which likewise has its home in or near Yellowstone Park, is under the supervision of the National Park Service of the Department of the Interior.

These two herds are the largest elk herds remaining in this country. At one time elk were to be found in large numbers as far east as the Blue Ridge Mountains, but these animals, like the buffalo and antelope, have now been reduced to a mere fraction of their former numbers. The few herds that remain, besides those in the vicinity of Yellowstone Park, are relatively small.

LICE ON HOGS EXPENSIVE LUXURY

THAT LICE ON HOGS are an unjustifiable extravagance was proved in experiments recently concluded by the Bureau of Animal Industry. It was shown that lousy hogs not only consume more food and make less meat, but that they are uneasy or restless—a condition that doubtless lessens the pork-producing abilities of the animals. In one experiment it cost exactly \$1 a hundred pounds of pork more to feed the hogs with lice than it did to feed the clean animals; in another, \$1.50 more; and in a third, \$2.94 more. The specialists who conducted the experiments reached the conclusion that the main reason why hogs with lice consume more protein feed is the fact that the lice suck the blood from the animals, and the latter must use more feed to replace their losses.

But the lice-ridden hogs cannot make up for the blood sucked by parasites. For instance, at the beginning of one experiment fifteen hogs with lice weighed a total of 1,167 pounds, and fifteen hogs without lice weighed 1,025 pounds. At the end of the experiment the lousy hogs weighed 2,872 pounds, and the clean hogs 3,150 pounds, although the total feed consumed by the clean hogs weighed only 203 pounds more than that eaten by the animals with lice.

TUBERCULOSIS-ERADICATION WORK IN DECEMBER

DURING THE MONTH OF DECEMBER, 1919, 60,521 cattle, belonging to 3,076 herds, were tested for tuberculosis by agents of the Bureau of Animal Industry in co-operation with the various states. Of this number, 2,821, or 4.66 per cent, reacted. The total number of tuberculosis-free accredited herds was 1,641; Minnesota now leading with 297, while Virginia comes next with 282.

THE WORLD'S DEBT

STATISTICS GIVEN OUT by the National City Bank of New York place the world's aggregate debt at \$200,000,000,000, compared with \$40,000,000,000 in 1914. Paper currency throughout the world has increased 600 per cent since 1914, while the gold reserve behind it has increased only 40 per cent. The face value of the paper currency of thirty principal countries, which totaled \$7,250,000,000 in 1914, had increased to \$40,000,000,000 at the time of the armistice, and to \$50,000,000,000 in December, 1919, exclusive of \$34,000,000,000 issued by the Russian soviet government.

Germany, Austria-Hungary, Turkey, and Bulgaria show an advance in note circulation from \$1,200,000,000 in 1914 to \$12,300,000,000 at the close of the war, and \$18,770,000,000 in December, 1919. The gold reserve of these four countries fell from \$600,000,000 in 1914 to \$327,000,000 in 1919, the ratio of gold to notes declining from 49.7 per cent in 1914 to 5.5 per cent in November, 1918, and 1.7 per cent in December, 1919.

In the eight principal countries of the Allies, paper notes increased from \$1,166,000,000 in 1914 to \$2,420,000,000 in 1919, while the gold reserve increased from \$516,000,000 to \$1,450,000,000—a ratio of 44.3 in 1914 and 59.9 in 1919.

Somebody could make a fortune by going into business to sell those moderate-priced goods which dealers say the people do not want.—*Albany Journal*.

Assistant United States Attorney Figg says the price of clothing must come down. He might assist in bringing about that end by supplying leaves from his family tree.—*Dallas (Oregon) Itemizer*.

THE MARKETS

MARKET SITUATION AT BEGINNING OF MONTH

BY JAMES E. POOLE

CHICAGO, ILL., February 1, 1920.

LESS "ROUGH STUFF" has been pulled off within the precincts of the stock-yards since the turn of the year than previously. Compared with the wild and woolly trading conditions of 1919, markets have acquired a reasonable degree of stability. Dollar breaks and bulges are no longer perpetrated within a few hours, but killers are extremely timid. Buyers keep within listening distance of the main office, beef men were never so reluctant to accumulate a few carcasses for which orders were not on file, and in the case of hogs the cutting-at-a-loss plea has worked day and night shifts. A feature of the trade not to be ignored is outside competition—meaning that small local killers scattered all over the country have been insistent and consistent buyers. Had this demand been eliminated, the big outfits would have materially reduced cost. They have strenuously opposed every advance, but have frequently been worsted. This has been conspicuously the case in the hog market, where the smaller outfits have set the pace most of the time. Only the sheep market has done a spectacular stunt, January events in that sphere discrediting most of the pre-holiday prophecy. A \$7 appreciation in live muttens during December and January is without precedent, and can only be attributed to scarcity. Those who liquidated during the October and November period of demoralization, for which they were in large measure responsible, are now nursing red-eyed regret.

Prime Cattle Go Begging

So far as good cattle are concerned, the market has needed a competent apologist. Conditions of the latter part of 1919, when an abnormal spread of about \$15 per cwt. existed between common and prime dressed beef cattle, have been reversed. Rubbish has gone to a premium, while neither quality nor weight has been a credit to a bullock. This is a normal post-holiday condition, but this year the spread has been reduced to illogically narrow proportions, "dogs" selling at \$10 and bullocks good enough for any trade at \$13.50. The few steers selling at \$15 to \$16.50 during the latter part of January could easily be counted; a few more would have paralyzed the trade, as everybody was on the alert for "something cheap." Such steers as had difficulty in getting over the scales at \$15.50 to \$16.50 late in January would have sold readily at \$17.50 to \$18.50 right after the holidays, while cheaper grades were marked up \$1 to \$2 per cwt. Disappearance of range cattle and completion of the clean-up east of the Missouri River created an actual scarcity of the cheaper grades of beef. Those who laid in cheap stockers during the fall period of plenitude, putting them on full feed, are cleaning up good money; but, as usual, the rank and file of feeders went to the same kind of cattle, resulting in an excess of such bullocks as were eligible to \$12 to \$12.75, and incidentally a bad market for that kind.

At the outset confidence was lacking, and feeders who laid in cattle with expectancy of dollar corn have been walking the floor nights and clamoring for cars while the local railroad agent was on duty. Iowa has been the weak sister from the outset, due to the fact that an enormous sum of money will be needed in that state to meet March 1 settlements necessitated by unprecedented speculation in high-priced farm

lands all through 1919. Iowa bankers have been devoting their energies to building up reserves for the March 1 emergency; consequently most of the cattle that went on corn in that state during November and December were for sale. They have been trooping to the shambles, carrying less tallow or finish than any winter crop during the past twenty-five years, but cattle sold were considered advantageously disposed of regardless of what they realized. Car shortage undoubtedly exerted a stabilizing influence on the market, as gluts would have been the regular thing had it been possible to get transportation facilities.

This liquidation will probably run its course during February; thereafter cattle will be in stronger hands. Feeders have had no inducement to carry steers along, as the feed bill has been prohibitive and concentrates unavailable. Silage saved the day this season; in fact, there would have been little winter beef made without it. Feeding half a bushel of \$1.25 to \$1.50 corn daily to a steer is impossible under present selling conditions, and without a nitrogenous ration, such as cottonseed cake, silage is not an efficient beef-maker.

Killers have shouted themselves hoarse by way of protest against deficient condition—an apparent inconsistency, as they have given feeders no encouragement to put on weight. A "bow-wow" that could be priced around or under \$10 has gone over the scales with celerity, while industrious peddling has been necessary to get cattle with quality and finish over the scales. Naturally some bad buying has been done, and whenever a buyer got stung he has gone back with a determination to find his employer's money where he lost it. Steers selling anywhere from \$11 to \$13 per cwt. have been yielding the same percentage of beef, and lighter carcasses have naturally had preference, thus reversing conditions a year ago when a big rough steer outsold a prime handyweight. All of which goes to show that precedent—a fetish with lawyers—is worthless as a criterion of what is likely to happen in any branch of the live-stock market.

Plenitude of \$12 to \$13 steers has been responsible for a mean market for the better grades of cows, but anything cheap in female stuff has got action, especially canning and cutting material selling at \$6 to \$7.50. A rubbery bologna bull has been eligible to prices ranging from \$9 to \$9.50, while prime fat 1,500-pound bulls have had to sell at \$9.75 to \$10. So much for market consistency.

Calves Find Ready Buyers

The sensational bulge in lambs carried veals along. When the public cannot get lamb it will substitute veal, choice calves selling at \$19 to \$19.75 in Chicago, and \$23 to \$24 at eastern markets. New York has been veal-hungry, paying any old price. Relief will come a few weeks hence when Wisconsin jettisons its spring crop of dairy calves; but as long as lambs sell high a good calf market is assured.

Stockers in Brisk Demand

An interesting stock-cattle situation is developing. The whole country, both east and west of the Missouri River, will need replenishment when grass rises. Wisconsin has been buying on the Chicago market in forehanded fashion six weeks in advance of the usual period, the East is flooding commission-house mail with inquiry, and Montana buyers are actively in search of prospects. The Denver sale was a herald of what is likely to happen as the winter wears away. Kansas City and Omaha have been \$1 per cwt. higher than Chicago on stock cattle; Denver is the highest market in the country. Fleishy feeders at \$12 to \$13 indicate that feeders are always willing to take a chance. About the time Jim Wadsworth, of New York, begins riding the stocker alleys at Chicago in search of stuff to fill his pastures something of semi-sensational nature will develop. Nothing decently bred is now available under \$10.

and the country has been buying good stock cattle all winter at \$11 to \$11.50.

Hogs Again Climbing

Another demonstration has been made by the "wise guys" of Packingtown that they are experts at guessing the hog market wrong. Armour has made good his threat to the delegation of Kansas stockmen with whom he conferred last fall to buy hogs on a much lower basis, but at no spot in the road has he been able to put up droves cheaper than he wanted to, as he promised on that more or less memorable occasion. Packers' objective point was \$12, Chicago basis; but they never made it. At the low spot drove cost dropped to \$12.40, compared with \$22.77 on the high spot last August; but at that level they chilled up, in confidence that \$12 would be the common January price. A score of smaller competitors took possession of the market at that juncture and charted an independent course, aided by a husky coterie of speculators, so that, by a steady climbing process, average cost reached \$15.71 late in January, when the top was \$16. While packers have protested that they could not kill hogs at a profit, their competitors have demonstrated ability to turn the trick. Eastern shippers came into the Chicago market thirty days in advance of their usual appearance, taking 45,000 to 55,000 weekly and inserting a stout prop under the market. Packers talked too much last fall about cheap hogs, and have failed to make good.

Sheep Prices Soaring

Live-mutton trade has been a runaway affair since the holidays. In November packers had access to all the fat lambs they wanted at \$14 to \$14.25; by the end of January that kind was on a \$21 to \$21.50 basis; choice lambs flirting with the \$22 mark at Chicago, and realizing \$22.25 to \$22.35 at Buffalo and Jersey City. Many Corn Belt feeders have cleaned up profits of \$7 to \$8 per cwt. over initial cost. Nothing like it ever occurred in January before, and may not again; the main factor being premature liquidation by Iowa feeders, who threw western lambs overboard in disgust. Had they spread their holdings over a three-month period, they would have acquired sufficient money to start a pretentious national bank. Prices would not have soared to such lofty altitudes, but results would have been more satisfactory to the majority. Wethers advanced from a \$10 to a \$15.50 basis, and ewes from \$7.50 to \$13.50. Feeding lambs not considered worth \$12 in November were taken greedily at \$18 late in January. This branch of the trade is ripe for tribulation.

MONEY STRINGENCY FACTOR IN KANSAS CITY

BY SAMUEL SOSLAND

KANSAS CITY, Mo., February 2, 1920.

STRINGENCY IN MONEY MARKETS is already making itself felt in the trade in cattle in Kansas City and throughout the Southwest. With the season at hand for contracting cattle on ranges for shipment to the summer pastures of Kansas and Oklahoma, bankers here are already well loaned up and are confronted by discount rates of 6 per cent at the Federal Reserve Bank of Kansas City on cattle paper. Besides, the Federal Reserve Bank here and the other central institutions of the Federal Reserve system are urging reductions in borrowing, manifesting a determination to reduce their loans and improve their gold-reserve position. A year ago the East showed a desire for cattle paper, but today a different situation prevails, the banks there being strongly loaned up.

The money situation is really one of the dominating factors in the trade in cattle. Its effect is bearish; for there is apparent restriction of activity among grazers in seeking sup-

plies in Texas and on this market as well. Aged steers are not displaying the strength reported on young stocker cattle in Texas, this being accounted for by the conservatism which the money situation is fostering, together with the eagerness of many Lone Star State ranchmen to restock their ranges. One of the reasons for the tightness of money and the desire of the Federal Reserve banks to reduce their loans is the extreme weakness in foreign exchange. This weakness is depressing on foreign trade, and may in time slacken industrial activity and reduce the purchasing power of labor.

President E. W. Houx, of the Kansas City Live Stock Exchange, has protested, in the name of the organization which he heads, against the higher discount rates of the Federal Reserve banks, and their effect in discouraging cattle operations and increasing the cost of loans to cattle-handlers. President Houx has advised the Federal Reserve Board that he appreciates that credits in general are inflated, but he maintains that a different policy should be adopted toward the cattle industry. There are indications that his protest is being seriously considered.

Weakness prevailed in the cattle trade here in January in the face of reduced receipts. The bulk of the short-fed steers now moving are quoted at \$10.25 to \$12.25, compared with \$11 to \$14 a month ago. Before the end of February it is expected that grass-fat cattle will begin moving from south Texas. Runs fully as large as a year ago are expected from south Texas, as that territory is carrying many cattle which Oklahomans sent to its pastures last fall. Colorado pulp-feeders have been holding offerings back, being dissatisfied with the top of \$13 paid the past month for pulp-fed steers, as compared with \$17 a year ago.

Leasing of Kansas pastures for summer grazing has started on a very small scale at \$10 to \$10.50 per steer for the season. The initial leases a year ago were at \$16 to \$20 a steer. The drop on the first leases tells a story of cautiousness arising from the severe losses entailed in summer grazing operations the past year.

Stocker and feeder trade here is erratic, with sales still relatively higher than the quotations on short-fed cattle going to packers. Stockers and feeders do not show as sharp declines from a year ago as finished cattle.

While hog prices are higher than a month ago, showing a gain of as much as \$1, the feeling as to the immediate outlook is not quite so bullish as at the opening of the year. It is believed, however, that further gains in prices are probable.

Lambs were the sensational performers the past month, rising \$5 to a top of \$21—a new January record. Breeding ewes rose only \$1 to \$2, and the trade manifested some surprise over the failure of this stock to reach a higher level. Breeding ewes are quoted up to \$14.50. Fed ewes are quoted up to \$13. A bullish feeling is still evident in the trade.

COLORADO IS IN CONTROL

FOR THE NEXT NINETY DAYS Colorado feeders will be in control of the live-mutton markets of the United States, at least so far as supply is concerned. The season opened at the highest level in trade history, the first Colorado lambs to reach Chicago late in January making \$21.25; and they were not fat. Early February found choice lambs selling at \$21.65, against \$16.85 a year ago; mature sheep were worth \$15.50, and fat ewes \$13.50; feeders paying \$19 for thin lambs. That such a market should arouse skepticism as to permanency is logical. A break is probable; but, as the bulk of the rest-of-the-season supply is in northern Colorado and Scotts Bluff district feedlots, if it is distributed with judiciousness no bargain sales will be possible.

Trade sharps attending the Denver show brought back widely divergent estimates of the number of lambs on feed. They range from 100,000 more than last year to as many less, most of them figuring that between northern Colorado and Scotts Bluff the run will be of about the same volume as 1919.

Lambs went on feed late and thin; consequently the marketward movement will be behind its usual schedule. The big run will be in March; by the latter part of April the bulk will have gone to the shambles, as feed is high and packers are not paying enough premium for quality to justify putting on the last layer of fat. The real shortage exists in the hay-feeding sections of Montana and Idaho, and in the big feed-lots around Chicago.

HIDES ARE STIFFENING

AFTER THE SPASM of semi-demoralization into which the hide market was thrown late in December, conditions have improved. Packers have discovered that it is possible to sell hides; in fact, they were closely sold up at the inception of February and acted chesty. Tanners are not going out of business; shoe factories are still working overtime, when labor feels in that mood; and it is improbable that a bargain sale of hides, skins, or pelts will be possible for some time to come.

Tanners are nevertheless cautious. At intervals they are forced to come into the market, but purchase freely only under stress of necessity. The bullish argument is that their cellars are emptied regularly each month, or as often as they care to invite bids; consequently an accumulation is impossible, and, as long as little is pressing on the market, prices will be well maintained. Heavy January and light Texas steer hides sold at 34 cents; spready steers were quoted at 43 to 45 cents, heavy native cows at 40 and 41 cents, and light cows around 41 cents.

Dealers in country hides have hoisted a danger signal, but scarcity of packer hides does not warrant alarm. It is the evident policy of tanners to remain out of the market as long as possible to hold prices down; but if the old saw, "There is nothing like leather," ever had merit, now is the time. The average shoe-wearer will not dispute an assertion that manufacturers are using compressed sponges for soles, other indications of shortage being detected. The country-hide market is sensitive, and will be right along. Heavy steers are quoted at 35 and 36 cents, and heavy cows at 30 and 31 cents.

To *Hide and Leather* we are indebted for the following average quotations on packer hides at the Chicago market for the week ending January 31, 1920, compared with the corresponding week in 1919:

| | Price per Pound (Cents) | |
|---------------------------|-------------------------|-----------|
| | 1920 | 1919 |
| Spready steers | 43 | 29 |
| Heavy native steers..... | 40 | 28 |
| Heavy Texas steers..... | 34 | 26 |
| Light Texas steers..... | 34 | 25 |
| Colorados | 33 | 25 |
| Branded cows | 32 | 24 |
| Heavy native cows..... | 40 | 26 |
| Light native cows..... | 41 | 24-25 |
| Native bulls | 33 | 20 1/4-21 |
| Branded bulls | 30 | 19-19 1/2 |
| Calfskins (country) | 60-82 1/2 | 40-60 |

Denver Country-Hide Market

[Quotations furnished by J. L. Brown]

The hide market today is very much unsettled, and it is the consensus of opinion that the top of the recent advances has now been reached. Offerings are more plentiful than for some time, which shows a willingness on the part of holders to sell at the present rates.

Tanners, both east and west, are not attracted by offerings at the present prices, stating that, while the leather market is in good shape and a fair amount of business is taking place, prices for leather have been steady and the market today does not warrant the paying of present prices.

| | Cents per Pound |
|--|-----------------|
| Green-salted cured hides, No. 1..... | 24 |
| Green-salted branded hides, No. 1..... | 22 |
| Green-salted calfskins | 40-50 |
| Green-salted kipskins | 25-35 |
| Dry full-wool pelts..... | 35-40 |
| Dry flint hides..... | 30-40 |
| Each | |
| Green-salted horse hides..... | \$7.00-8.00 |
| Green sheep pelts..... | 1.00-3.00 |

WOOL MARKET QUIET

WOOL TRADE is marking time. Dealers are making no serious attempts to contract the new clip on the sheep's back, as they would not buy it except on a "cinch" basis; and, as growers have a definite, if not exalted, idea of the value of their property, no wool is available for speculative purposes. Many people in the trade are looking for further enhancement of values, as wool consumption is at high tide. The inexplicable feature of the trade is that weavers do not adopt a policy designed to force into consumption such grades, half-blood down, especially braid, quarter, and three-eighths, that are selling radically out of line, owing to popular demand for expensive goods. Present conditions are exactly the reverse of those existing during the war period, when military requirements gave coarse wools a temporary false standing.

On February 1 Boston quoted fine unwashed fleece wools at 70 to 72 cents, three-eighths combing at 70 and 71 cents, and quarter-blood combing at 67 to 69 cents. Recent sales of Montana fine and fine-medium wools have been made at 70 and 71 cents in Chicago. The situation and prospect are both bullish. A large percentage of wools sheared east of the Missouri River will be pooled; west of "the river" it will be consignment year, only a few million pounds having been contracted on the sheep's back.

How coarse grades of wool are neglected at present is indicated by consumption percentages last year, as follows: fine, 34 per cent; half-blood, 18 per cent; three-eighths blood, 17 per cent; quarter-blood, 16 per cent; low quarter, 3 per cent; coarse wool, 11 per cent.

FEEDSTUFFS

PRICES FOR ALL KINDS OF FEEDSTUFFS declined during January. Cottonseed cake and meal are off \$4 to \$5 per ton. Most of this decline occurred during the latter part of January and early in February. Current prices for cottonseed cake and meal, f. o. b. cars at mill, Texas common points, are \$68 to \$69 per ton, based on 43 per cent protein. The main cause assigned for the decline has been the favorable weather throughout the West, which slackened up the demand. Export trade in meal and cake has entirely flattened out, with no prospect of resumption. However, there is an increased demand from domestic fertilizer concerns for this product. Cotton has suffered a sharp decline, and prospects seem to indicate some further shrinkage in price. This, of course, will affect the price of cottonseed cake and meal.

Prices for hay in the large consumptive centers were practically unchanged during January. Receipts were about normal; larger supplies are expected. Prices at Chicago: choice timothy, \$34 to \$35; No. 1, \$33 to \$34; No. 2, \$32 to \$33; No. 3,

\$28 to \$31; choice Kansas, Oklahoma, and Missouri prairie hay, \$28 to \$29; lower grades, down to \$20. Prices at Kansas City: timothy hay, \$28 to \$30; prairie hay, choice, \$21.50 to \$22.50; other grades, down to \$14; alfalfa, choice, \$37 to \$38; standard, \$29 to \$34.50; other grades, down to \$22.50.

Corn prices, both for future and cash, fluctuated within a wide range during the month. The January option expired at the high mark at \$1.50 per bushel on account of squeeze of short sellers. Since the first of February there has been a steady decline both in cash and future prices. The action of the Railroad Administration in allotting the week February 8-15 for the hauling of grain to the exclusion of many other commodities is expected to result in a marked increase in receipts at terminal markets, and lower prices. There has been a sharp decline in prices for cash wheat. The edge seems to be off the oats market. Both barley and rye have suffered a severe decline. The general demoralization in foreign exchange rates has seriously disturbed grain markets.

CHICAGO CASH PRICES FEBRUARY 7

| | |
|------------------|-------------|
| Corn, bu. | \$1.34-1.48 |
| Oats, bu. | .82-.85 |
| Barley, bu. | 1.26-1.43 |

CHICAGO BOARD OF TRADE QUOTATIONS ON FUTURES

| Article | Close Feb. 7 |
|-----------------|--------------|
| Corn— | |
| February | \$ 1.35 |
| May | 1.29 |
| September | 1.23 |
| Oats— | |
| May | .76 |
| July | .68 |
| Rye— | |
| May | 1.51 |
| July | 1.48 |
| Barley— | |
| May | 1.32 |
| Mess Pork— | |
| May | 34.50 |
| Lard— | |
| May | 21.35 |
| July | 21.83 |
| Sides— | |
| May | 18.38 |
| July | 18.90 |

OPENING AND CLOSING WHOLESALE PRICES ON WESTERN DRESSED FRESH MEATS

For Week Ending January 30, 1920

[Bureau of Markets]

BOSTON

BEEF

| | |
|--------------|---------------|
| STEERS: | |
| Good | \$19.00-20.00 |
| Medium | 18.00-19.00 |
| COWS: | |
| Good | 16.00-16.50 |
| Medium | 15.00-15.50 |
| Common | 14.50-15.00 |
| BULLS: | |
| Good | 13.50-14.00 |
| Medium | 13.00-13.50 |
| Common | 12.50-13.00 |

LAMBS AND MUTTON

| | |
|--------------|---------------|
| LAMBS: | |
| Choice | \$31.00-32.00 |
| Good | 30.00-31.00 |
| Medium | 29.00-30.00 |
| Common | 28.00-29.00 |
| MUTTON: | |
| Good | 18.00-20.00 |
| Medium | 17.00-18.00 |
| Common | 15.00-16.00 |

NEW YORK

| | |
|--------------|---------------|
| STEERS: | |
| Good | \$19.00-20.00 |
| Medium | 17.00-19.00 |
| COWS: | |
| Good | 16.00-17.00 |
| Medium | 15.00-16.00 |
| Common | 14.00-15.00 |
| BULLS: | |
| Medium | 14.00-14.50 |
| Common | 13.00-14.00 |

| | |
|--------------|---------------|
| LAMBS: | |
| Choice | \$33.00-34.00 |
| Good | 30.00-31.00 |
| Medium | 26.00-28.00 |
| Common | 24.00-25.00 |
| MUTTON: | |
| Good | 20.00-22.00 |
| Medium | 17.00-19.00 |
| Common | 15.00-16.00 |

LIVE-STOCK MARKET QUOTATIONS

February 2, 1920

[Bureau of Markets]

HOGS

| | CHICAGO | KANSAS CITY | OMAHA |
|------------------------------|-------------|-------------|-------------|
| Top | \$15.65 | \$15.40 | \$15.15 |
| Bulk of Sales | 15.10-15.50 | 14.85-15.25 | 14.70-15.00 |
| Heavy Wt., Med. to Ch. | 14.75-15.25 | 14.80-15.10 | 14.80-15.15 |
| Medium Wt., Med. to Ch. | 15.10-15.45 | 14.85-15.40 | 14.90-15.15 |
| Light Wt., Com. to Ch. | 15.15-15.50 | 14.80-15.30 | 14.60-14.90 |
| Light Lits, Com. to Ch. | 14.85-15.35 | | 14.50-14.60 |
| Packing Sows, Smooth | 14.00-14.50 | 13.75-14.00 | 14.60-14.70 |
| Packing Sows, Rough | 13.65-14.00 | 13.50-13.75 | 14.25-14.60 |
| Pigs, Med. to Ch. | 14.00-14.85 | | |
| Stock Pigs, Com. to Ch. | | 13.00-16.00 | 12.00-14.50 |

CATTLE

BEEF STEERS:

| | | | |
|-------------------------------------|---------------|---------------|---------------|
| Med. and Heavy Wt. (1,100 lbs. up)— | | | |
| Choice and Prime | \$15.25-17.25 | \$14.75-16.25 | \$14.75-15.75 |
| Good | 12.85-15.25 | 12.25-14.50 | 12.75-14.75 |
| Medium | 11.40-12.85 | 10.50-12.25 | 11.50-12.75 |
| Common | 9.25-11.40 | 9.25-10.50 | 9.50-11.50 |
| Light Weight (1,100 lbs. down)— | | | |
| Choice and Prime | 14.25-16.75 | 14.00-15.75 | 14.25-15.50 |
| Good | 12.50-14.25 | | 12.25-14.25 |
| Medium | 10.75-12.50 | | 10.75-12.25 |
| Common | 8.75-10.75 | 8.00-10.00 | 9.00-10.75 |

BUTCHER CATTLE:

| | | | |
|----------------------------|------------|------------|------------|
| Heifers, Common to Choice | 6.75-13.50 | 7.00-12.75 | 7.00-12.50 |
| Cows, Common to Choice.. | 6.75-12.15 | 6.90-11.25 | 6.75-11.75 |
| Bulls, Bologna and Beef... | 7.50-11.25 | 7.25-10.25 | 6.25-10.75 |

CANNERS AND CUTTERS:

| | | | |
|------------------------|------------|------------|------------|
| Cows and Heifers | 5.60- 6.75 | 5.25- 6.75 | 5.75- 6.25 |
| Canner Steers | 6.25- 7.75 | 6.25- 7.75 | 6.50- 8.00 |

VEAL CALVES:

| | | | |
|-----------------------------|-------------|-------------|-------------|
| Lt. & Hdy. Wt., Med. to Ch. | 17.50-19.00 | 13.75-17.00 | 14.00-15.50 |
| Heavy Wt., Com. to Ch. | 7.50-15.00 | 6.50-11.75 | 8.00-12.00 |

FEEDER STEERS:

| | | | |
|---------------------------------|------------|------------|------------|
| Heavy Weight (1,000 lbs. up)— | | | |
| Common to Choice | 9.00-12.25 | 9.00-12.00 | 9.00-13.00 |
| Medium Weight (800-1,000 lbs.)— | | | |
| Common to Choice | 8.25-11.75 | 8.50-12.60 | 8.25-12.25 |
| Light Weight (800 lbs down)— | | | |
| Common to Choice | 8.00-11.50 | 8.00-11.75 | 7.75-11.50 |

STOCKER STEERS:

| | | | |
|------------------------|------------|------------|------------|
| Common to Choice | 7.25-10.75 | 6.50-10.80 | 7.25-11.25 |
|------------------------|------------|------------|------------|

STOCKER COWS AND HEIFERS:

| | | | |
|------------------------|------------|------------|------------|
| Common to Choice | 6.75- 9.00 | 6.00-10.25 | 6.00- 8.75 |
|------------------------|------------|------------|------------|

STOCKER CALVES:

| | | | |
|-------------------------|------------|------------|------------|
| Good and Choice | 9.50-11.00 | 8.50-11.50 | 9.75-11.25 |
| Common and Medium | 7.75- 9.25 | 6.00- 8.25 | 7.00- 9.75 |

SHEEP

| | | | |
|----------------------------|---------------|---------------|---------------|
| LAMBS: | | | |
| 84 lbs. down, Med. to Pr.. | \$18.00-20.75 | \$17.75-20.65 | \$19.25-20.50 |
| Culls and Common | 15.00-17.75 | 12.50-17.50 | 15.50-18.75 |
| YEARLING WETHERS: | | | |
| Medium to Prime | 15.50-19.25 | 15.25-18.00 | 15.50-18.25 |
| WETHERS: | | | |
| Medium to Prime | 13.00-15.50 | 12.00-14.75 | 13.00-15.00 |
| EWES: | | | |
| Medium to Prime | 10.50-13.25 | 10.40-12.75 | 10.50-12.25 |
| Culls and Common | 7.00-10.25 | 5.25-10.25 | 6.00-10.50 |
| BREEDING EWES: | | | |
| Full Mouths to Yearlings.. | | 8.00-14.25 | |
| FEEDER LAMBS | 17.00-18.25 | 15.50-18.25 | 17.00-19.00 |

REVIEW OF EASTERN MEAT-TRADE CONDITIONS

For Week Ending January 30, 1920

[Bureau of Markets]

GENERAL MARKET CONDITIONS

With receipts about equal to those of the previous week, trade has been slow and markets generally weak. A comparison of the week's closing prices at eastern markets with one week ago shows declines on all dressed meats except lamb and mutton.

BEEF

The quality of receipts has been about the same as last week, and mostly of the medium grades. Good beef has again borne the brunt of the decline. Monday's firm opening prices were not maintained on any grades, and today's closing prices are \$1 to \$2 lower at all markets, with steers and cows affected in like degree. The offerings of bulls, although not heavy, were sold at a wide range, with considerable fluctuation in prices between the several markets. New York advanced \$1 during the week, while Boston declined a like amount, and Philadelphia remained steady and unchanged. Kosher-beef trade continued irregular, with the New York market weak and the other markets generally steady.

VEAL

Although supplies were about the same as last week, the lessened demand was the cause of the slightly lower prices and generally weak conditions after mid-week.

PORK

A liberal movement of loins to the freezers since mid-week did not overcome the general weakness, and today's prices are 50 cents lower than Monday at Boston, \$1 lower at New York, and up to \$2 lower at Philadelphia. Prices of other pork cuts show only slight changes during the week, with the tendency downward.

LAMBS

The trend of the lamb market has been generally upward, with Boston and New York showing the greatest strength. The week's level of prices was practically \$1 above one week ago, while demand has been equal to supply.

MUTTON

The range of mutton prices has been considerably narrowed during the week, with strong conditions prevailing, and prices at the three markets more nearly in line.

MARKET CLOSING

All markets report a liberal carry-over of cars on tracks, and a moderate carry-over of beef and pork in the coolers. Beef, pork, and veal closed dull and weak. Lambs and mutton closed firm, with practically no carry-over in coolers.

COMPARISON OF WHOLESALE MEAT PRICES

WE PRINT BELOW a table showing range of wholesale prices on western dressed fresh meats at New York during the last week in December, 1919, 1918, and 1917:

| Article | Week Ending | | |
|------------------|-----------------|-----------------|-----------------|
| | Dec. 26, 1919 | Dec. 27, 1918 | Dec. 28, 1917 |
| Beef: | | | |
| Steers— | | | |
| Choice..... | \$23.00-\$25.00 | | \$19.00-\$22.00 |
| Good..... | 19.00- 22.00 | \$23.00-\$25.00 | 17.00- 19.50 |
| Medium..... | 17.00- 19.00 | 20.00- 23.00 | 16.00- 18.00 |
| Common..... | 14.00- 16.00 | 16.00- 19.00 | 15.00- 16.50 |
| Cows— | | | |
| Good..... | 14.00- 16.00 | 18.00- 20.00 | 15.00- 16.50 |
| Medium..... | 14.00- 15.00 | 14.00- 16.00 | 14.00- 16.00 |
| Common..... | 12.50- 14.00 | 12.50- 15.00 | 13.50- 15.00 |
| Bulls— | | | |
| Good..... | | | 14.50- 15.50 |
| Medium..... | 11.00- 12.00 | 12.00- 14.50 | 13.50- 15.00 |
| Common..... | 9.00- 10.50 | 11.00- 13.00 | 13.00- 14.50 |
| Lamb and mutton: | | | |
| Lambs— | | | |
| Choice..... | 27.00- 30.00 | 22.00- 24.00 | 22.00- 25.50 |
| Good..... | 25.00- 26.00 | 21.00- 23.00 | 21.00- 25.00 |
| Medium..... | 22.00- 24.00 | 20.00- 22.00 | 20.00- 24.00 |
| Common..... | 20.00- 21.00 | 17.00- 20.00 | 19.00- 23.00 |
| Yearlings— | | | |
| Good..... | | | 21.00- 22.00 |
| Medium..... | | | |
| Common..... | | | |
| Mutton— | | | |
| Good..... | 15.00- 17.00 | 14.00- 16.00 | 18.50- 21.00 |
| Medium..... | 14.00- 15.00 | 12.00- 14.00 | 17.50- 20.00 |
| Common..... | 10.00- 12.00 | 10.00- 12.00 | 15.00- 18.00 |

Just as we get John Barleycorn buried, along comes Sir Oliver Lodge to tell us there is life after death.—*Philadelphia North American.*

LIVE STOCK AT STOCK-YARDS

SUBJOINED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-nine markets for the month of December, 1919, compared with December, 1918, and for the twelve months ending December, 1919, compared with the same period last year:

RECEIPTS

| | December | | Twelve Months | |
|-------------|-----------|-----------|---------------|------------|
| | 1919 | 1918 | 1919 | 1918 |
| Cattle..... | 2,190,648 | 2,150,544 | 24,704,314 | 25,385,605 |
| Hogs..... | 5,057,649 | 5,611,998 | 45,035,949 | 45,378,534 |
| Sheep..... | 2,456,714 | 1,625,994 | 27,261,628 | 22,490,205 |

SHIPMENTS*

| | December | | Twelve Months | |
|-------------|-----------|-----------|---------------|------------|
| | 1919 | 1918 | 1919 | 1918 |
| Cattle..... | 981,106 | 796,486 | 10,763,440 | 10,307,949 |
| Hogs..... | 1,632,777 | 1,464,867 | 14,363,786 | 14,370,421 |
| Sheep..... | 1,230,834 | 736,889 | 14,584,077 | 12,202,680 |

*Includes stockers and feeders.

LOCAL SLAUGHTER

| | December | | Twelve Months | |
|-------------|-----------|-----------|---------------|------------|
| | 1919 | 1918 | 1919 | 1918 |
| Cattle..... | 1,200,889 | 1,383,517 | 13,713,628 | 14,970,189 |
| Hogs..... | 3,420,588 | 4,278,896 | 30,574,250 | 30,959,068 |
| Sheep..... | 1,213,556 | 908,978 | 12,651,803 | 10,273,136 |

STOCKERS AND FEEDERS

| | December | | Twelve Months | |
|-------------|----------|---------|---------------|-----------|
| | 1919 | 1918 | 1919 | 1918 |
| Cattle..... | 469,903 | 366,473 | 5,288,499 | 5,013,039 |
| Hogs..... | 69,372 | 78,972 | 901,977 | 988,459 |
| Sheep..... | 739,707 | 359,658 | 6,955,752 | 5,207,502 |

STORAGE HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of holdings of frozen and cured meats on January 1, 1920, compared with December 1, 1919, and January 1, 1919, as announced by the Bureau of Markets:

| Commodity | Jan. 1, 1920 (Pounds) | Dec. 1, 1919 (Pounds) | Jan. 1, 1919 (Pounds) |
|----------------------|--------------------------|--------------------------|--------------------------|
| Frozen beef..... | 261,447,090 | 223,310,993 | 298,818,463 |
| Cured beef..... | 35,584,363 | 35,546,682 | 36,255,096 |
| Lamb and mutton..... | 11,627,658 | 9,408,958 | 12,759,743 |
| Frozen pork..... | 53,968,500 | 44,920,112 | 61,538,855 |
| Dry salt pork..... | 259,279,099 | 242,224,468 | 357,254,064 |
| Pickled pork..... | 276,529,988 | 226,892,938 | 303,762,929 |
| Lard..... | 61,872,925 | 49,146,767 | 104,274,280 |
| Miscellaneous..... | 108,202,011 | 82,853,491 | 128,891,789 |

LIVE-STOCK AND MEAT SITUATION DURING JANUARY

UNDER THE ABOVE TITLE the Institute of American Meat Packers has issued a statement, setting forth foreign and domestic market conditions as seen from a packer point of view, from which we quote as follows:

"The foreign situation remains a factor of great importance to the American producer. Its chief bearing is upon the demand for pork, and consequently upon the price of hogs. During January foreign exchange became much less favorable to foreign purchasers. There was little continental buying, and Germany and Scandinavia bought practically nothing at all. Some inquiries were received for large lots of lard, but none of them resulted in actual purchases.

"England continues to buy pork on the cost-plus basis, but the British Ministry of Food has made known its intention of cutting down orders materially. Orders with some packing companies already have been cut one-half. This reduction in buying may be traced largely to diminished consumption in England, where there are also heavy accumulations of pork products. The government's policy has been to withhold late purchases from the market until earlier importations have been disposed of. Whereas England normally consumes about 16,500,000 pounds of pork products weekly, under present conditions this amount has fallen to about 9,900,000 pounds.

"In this country there are many different factors which affect the hog market. According to the United States government estimate, there is a decrease of hogs approximating 2 1/4 per cent. It is worth remarking, however, that a great part of this loss has already been felt and is past. It was largely taken out in decreased marketing of hogs during January.

"Comparisons of the hog supply now with that of one year ago are untrustworthy because of abnormal conditions prevailing at that time. In 1919 producers generally rushed their hogs to market to take advantage of favorable markets. In the period one year ago receipts were heavier because of this fact, whereas this year producers are keeping their hogs to a much greater extent and are making heavier animals.

"Shipments of fresh pork have been good. One factor which has made for strength in the hog market has been the demand for light hogs, which are becoming scarce. The scarcity of light hogs has carried other hogs along with them.

"During January the demand for beef was not sufficient to take up the supply. This was largely due to the lack of sale for forequarter meat, and improvement in the beef trade would result from increased demand for this part of the carcass. Another factor has been the excess of sausage meat, which makes it difficult to dispose of inexpensive beef, for which there is no sale to consumers. The absence of government demand and the virtual cessation of exports are responsible for larger supplies of beef than were on the market a year ago.

"Beef prices in December were affected by hides, but the hide market in January showed strength.

"The government has sold considerable quantities of frozen beef in carload lots to dealers. Large stocks of the so-called surplus United States government beef are still on hand, and will probably be disposed of in the near future. Until this beef is out of the way it is bound to have a depressing influence upon the market.

DUTY ON INDIAN HIDES TO INFLUENCE AMERICAN MARKET

THE IMPOSITION of an export duty of 15 per cent on Indian hides probably will be seriously felt in the markets of this country. India is one of the principal sources of our supply of goatskins, buffalo hides, and calfskins; in fact, without India the supply of goatskins and buffalo hides in the United States would be cut in half. During the fiscal year of 1919 we imported 89,004,528 pounds of goatskins. Of this amount 41,967,890 pounds, or 47 per cent, came from India. Out of a total importation of 9,514,989 pounds of buffalo hides, 58 per cent were imported from India. Fourteen per cent of our calfskins and 7 per cent of our sheepskins also came from the British colony.

TRADE REVIEW

ATTITUDE OF LIVE-STOCK CIRCLES ONE OF WATCHFUL WAITING

BY JAMES E. POOLE

CHICAGO, ILL., February 1, 1920.

COMPARATIVE SERENITY pervades live-stock circles. On the face of the returns the producer is still holding the short end of the stick. Hogs and cattle are realizing considerably less money than a year ago, but the ultimate consumer is actually paying more for beef and pork than at that time. Meanwhile everything, including wages, has advanced. As a goat, the live-stock producer does a continuous performance. Lest any high-salaried gink connected with a packer research department take umbrage at this, it may be added that distributors are solely responsible for existing conditions; but the packer manifests little or no interest in how the consumer fares. Strong suspicion exists that packer influence was responsible for inclusion in the Palmer pact of a clause restraining packers from engaging in retailing. That clause relieves them of responsibility.

The Palmer agreement was a nine-day wonder. It has not boosted live-stock prices or cheapened meat cost, both of which it was advertised to accomplish by the somewhat versatile boss lawyer at Washington. The packers, individually and in chorus, have approved the pact, although regretting its necessity as a means of propitiating the public, at the same time asserting the economic sagacity of their former position. Armour is already segregating, the financial writers asserting vociferously that this process was rendered imperative by the Palmer deal; ignoring the fact that Swift segregated to the limit two years ago, thereby putting uncounted millions into the pockets of the stockholders of that concern. Already Armour stock has advanced ten points on the strength of segregation and in anticipation of the luscious melon to be divided among its holders. As a matter of fact, division of the Armour properties was decided on long since, that concern having decided that, with 50,000 or more stockholders interested financially in its welfare, it will increase its circle of friends. Armour has been essentially exclusive, while Swift and Wilson long since adopted the other policy.

As I predicted two months ago, packers' annual reports are eloquent in recital of 1919 losses. Armour asserts that profits on South American operations alone prevented wolves from basking audibly in the back-yard of that opulent concern. Swift, probably on the theory that misery loves company, parades a loss of ten million dollars in 1919, attributed to the slump in hogs. As net profits for the year, after paying taxes, were \$13,870,184.34, permitting \$3,806,721.34 to be added to the surplus, which now amounts to \$88,381,900.33, the public will not be justified in yanking loose a freshet of woe. Packers reiterate the claim that they function mainly as collection agents for the growers.

Market editors still obey their masters' voices, predict emasculation of packer legislation, should any be enacted at Washington, and at intervals berate those championing it. Kansas created a commission to supervise the packing and stock-yard interests of that state, prompting the market editors to forecast blue ruin for both.

Discontent with existing market conditions is more latent than active. Scores of farmers' meetings have been held over the Corn Belt during the past six weeks, and at each of them the erratic, unstable condition of the hog and cattle markets has been the live topic. The Farm Bureau Federation proposes selling agencies; co-operative concerns are planning changes, although few possess a lucid idea of a remedy for existing evils, if that term is permissible. Carl Vrooman, having severed connection with the federal government, is writing a book on current market problems. "Your stock-in-trade is large," suggested an acquaintance. "Yes, but all you have to do is think 'em out," responded Vrooman. Anyone contemplating a solution of pending stock-yard problems will need work his dome of thought night shifts. Current discontent is not confined to this country; Canada is wrestling with similar problems. In western Canada it is proposed to substitute the auction method of selling live stock at the primary markets.

Some of the farm-bureau men are stalwart champions of country packer buying. This might give temporary satisfaction, but until human nature is divested of its porky proclivities it is easy to guess what would happen. Killers would merely split up the territory, assign a portion to each member of the inevitable combine, and tell the producer what his stuff was worth. Canadian packers adopted that policy toward the hog-grower a few years back. They stabilized the market effectively by entering into a gentlemen's agreement, announcing a fixed and arbitrary price for the ensuing thirty days. How did it work out? Well, Canadian packers are now under the necessity of buying hogs by the hundred thousand annually in the United States, because Canadian farmers disposed of their breeding herds.

That last hope of the market-stabilizers—zoning—has proved unequal to the task. Kansas City demands abolition of all restrictions on country loading, after giving the zoning system a two-year trial. At Chicago a similar agitation is gaining force. Railroad officials favor the innovation, however, and so far have been able to carry their point. The truth, the whole truth, is that live-stock shippers resent restriction. Had the zoning system been a reasonably effective price-stabilizer and supply-equalizer, they would have had no room for argument, but prices have been more erratic than ever before. The zone champions contend that this eccentricity has been due to other causes, car shortage having nullified the beneficial effects of their plan; but in every argument they are worsted. Eventually the zoning system will be abolished.

The forthcoming "guesstimate" of the Department of Agriculture regarding the live-stock population of the country is awaited with interest. As 1919 figures were discredited, unusual care will be exercised in making the compilation this season; but at the best it is a mere guess—a generalization of a multiplicity of opinion. Gene Grubb, who was official crop reporter for Colorado some years ago, devised a system. Having condensed the guesses of himself and his correspondents to concrete form, he laid the result before his hired man. If the latter approved, he destroyed the figures, preparing another set radically different; but if his help intimated that he was a dampfool, and that his labors furnished proof of the fact, he promptly forwarded the stuff to Washington in confidence. B. W. Snow, a statistician of repute who formerly superintended the government guess, is out with a private estimate in which he computes a decrease of 2,000,000 cattle, 5,000,000 hogs, and 750,000 sheep compared with last year; but his sheep estimate is so absurdly small as to discredit his other figures. What the trade needs is something of a reliable nature, instead of a mere compilation of opinion. Mark Twain once said that a difference of opinion made horse-racing possible; it certainly obfuscates live-stock population estimates.

The hide situation has clarified somewhat. Packers jumped on the cattle market with both feet in December, on the theory that hides were not going to be worth a dollar a dozen; but it was a false alarm, prices having reacted 7 to 10 cents per pound. Instead of peddling hides in a push-cart, packers have sold up, putting the market in a strong technical position. According to an old saw, there is nothing like leather; certainly neither cheap hides nor cheap leather is within the range of possibility. Packers, always on a keen scent for excuses to break the cattle market, may use a dull period in hide trade as a club; but for a long period to come hides, as well as wool, will sell high.

And, on the subject of wool, it will be well for growers to ignore professional pessimism on the part of eastern dealers. If world-wide scarcity of fine wools exists, anything grading half-blood or better is selling like hot cakes, and it is reasonable expectancy that three-eighths, quarter-blood, braid, and coarse wools generally, which are now neglected, must eventually derive benefit from present and impending supply deficiency. Wool-growers have everything to gain by holding the new clip at least until it has been taken from the sheep's back. If passed to the dealer, he must carry it until weavers, who are keeping on a hand-to-mouth basis, are ready to buy, and the middleman always exacts a heavy toll. Growers probably realize this, indications being that it will be a consignment year.

That a large number of cattle and sheep have migrated from the Northwest, owing to a severe winter, is evident. Denver has been the gateway to the southern refuge ground, a continuous string of caravans passing through that point. As to what has happened since last October in the Northwest, opinion varies. Some insist that both cattle and sheep have disappeared; others, that the gigantic pilgrimage has rendered heavy mortality impossible. That a gigantic restocking proposition faces the Northwest is not open to dispute.

The cattle-shortage dispute is being "chawed" over. Horine's forecast is the subject of many an editorial, its seven-year-scarcity feature having a semi-sensational flavor. Shortages are relative, and must always be measured by the yardstick of consumption. My own opinion is that, if the great mass of bovine trash that now congests the beef market could be eliminated, producers would derive prompt and substantial benefit. Better, if fewer, cattle should be the slogan of the American producer. Under present conditions he is working himself to death furnishing packers with a supply of cheap raw material, for much of which he does not get actual cost.

OUR TRADE BALANCE AGAINST EUROPE

FIGURES ISSUED by the Department of Commerce show that exports from the United States to Europe in 1919 were valued at \$5,185,980,350, while imports amounted to only \$750,569,784. America's trade balance was thus increased by \$4,435,410,566 during the year. The balance in favor of the United States over the United Kingdom piled up during 1919 was \$1,696,988,783, that over France \$769,497,587, and that over Italy \$383,628,396. A trade balance of \$81,137,094 was registered over Germany, our exports to which latter country were valued at \$91,761,314 and our imports at \$10,624,220.

FOUR-BILLION TRADE BALANCE IN 1919

DATA MADE PUBLIC by the Department of Commerce show that the trade balance in favor of the United States for the calendar year 1919 reached the enormous total of \$4,018,000,000. Our exports amounted to \$7,922,000,000, and our imports to \$3,904,000,000. Both figures represent material increases over 1918.

OUR FOREIGN TRADE IN LIVE STOCK AND MEAT PRODUCTS

TABULATED BELOW are the total numbers of live stock exported from and imported into the United States during the month of November, and the eleven months ending November, 1919 and 1918, together with the imports of meat products for the same periods. For our exports of meat see January PRODUCER, page 37:

LIVE STOCK

EXPORTS (Numbers)

| Animals | November | | Eleven Months Ending November | |
|-------------|----------|-------|-------------------------------|--------|
| | 1919 | 1918 | 1919 | 1918 |
| Cattle..... | 2,894 | 3,598 | 65,692 | 12,672 |
| Hogs..... | 3,840 | 379 | 21,953 | 9,520 |
| Horses..... | 1,615 | 2,707 | 18,365 | 50,436 |
| Mules..... | 909 | 1,803 | 5,839 | 17,112 |
| Sheep..... | 6,653 | 75 | 34,324 | 7,562 |

IMPORTS (Numbers)

| Animals | November | | Eleven Months Ending November | |
|---------------------------|----------|--------|-------------------------------|---------|
| | 1919 | 1918 | 1919 | 1918 |
| Cattle..... | 108,159 | 54,403 | 549,313 | 313,799 |
| From United Kingdom..... | | | 806 | 404 |
| From Canada..... | 102,943 | 48,178 | 468,695 | 216,108 |
| From Mexico..... | 6,003 | 6,225 | 78,897 | 95,638 |
| From other countries..... | 113 | | 915 | 2,249 |
| Hogs..... | 108 | 1,840 | 20,468 | 6,413 |
| Horses..... | 700 | 270 | 4,697 | 3,753 |
| Sheep..... | 37,448 | 36,453 | 206,927 | 128,201 |

MEAT PRODUCTS

IMPORTS (Pounds)

| Articles | November | | Eleven Months Ending November | |
|------------------------------|-----------|-----------|-------------------------------|------------|
| | 1919 | 1918 | 1919 | 1918 |
| Fresh— | | | | |
| Beef and veal..... | 3,576,785 | 5,208,137 | 35,095,787 | 19,678,810 |
| Mutton and lamb..... | 527,465 | 211,941 | 7,681,703 | 402,773 |
| Pork..... | 251,626 | 159,064 | 2,713,097 | 1,437,868 |
| Total fresh meats..... | 4,355,876 | 5,579,142 | 45,490,587 | 21,519,451 |
| Prepared or preserved— | | | | |
| Bacon and hams..... | 28,948 | 292,619 | 2,582,407 | 1,067,707 |
| Bologna sausage..... | 1,892 | 320 | 55,379 | 5,417 |
| Sausage casings..... | 683,873 | 713,480 | 10,161,543 | |
| Tallow..... | 2,072,920 | 113,056 | 9,848,796 | *4,775,643 |
| All other meat products..... | 539,274 | 468,326 | 7,893,165 | |

*Beginning July 1.

MEAT EXPORTS TO GERMANY

DURING THE PERIOD August to November, 1919, American meat products exported to Germany were valued at \$34,911,041, according to announcement made by the Bureau of Foreign and Domestic Commerce. Prior to the war American pork and beef did not find a ready market in Germany. The enormous shipments to that country since August comprise practically every article in the export schedule of meat and dairy products, the greatest demand being for bacon, lard, fresh beef, and hams and shoulders, in the order named.

EXPORTS OF MEAT PRODUCTS IN DECEMBER

BELOW ARE SHOWN the exports of meat products from the United States in December, 1919, compared with December, 1918, and for the whole calendar year 1919, compared with the year 1918:

BEEF PRODUCTS (Pounds)

| Classification | December | | Twelve Months Ending Dec. | |
|-------------------------|------------|------------|---------------------------|-------------|
| | 1919 | 1918 | 1919 | 1918 |
| Beef, canned..... | 1,886,835 | 7,786,239 | 53,868,090 | 141,457,163 |
| Beef, fresh..... | 6,061,769 | 34,161,848 | 174,460,914 | 514,341,529 |
| Beef, pickled, etc..... | 3,135,069 | 3,784,847 | 42,624,724 | 44,206,020 |
| Oleo oil..... | 6,008,652 | 3,746,663 | 75,385,164 | 69,106,350 |
| Totals..... | 17,092,325 | 49,479,597 | 346,347,892 | 769,111,062 |

PORK PRODUCTS (Pounds)

| Classification | December | | Twelve Months Ending Dec. | |
|-------------------------|-------------|-------------|---------------------------|---------------|
| | 1919 | 1918 | 1919 | 1918 |
| Bacon..... | 58,982,754 | 126,437,385 | 1,190,297,806 | 1,104,788,081 |
| Hams and shoulders..... | 15,688,297 | 38,939,568 | 593,799,663 | 537,213,041 |
| Lard..... | 63,645,722 | 37,724,398 | 760,901,611 | 548,817,901 |
| Neutral lard..... | 293,316 | 14,259 | 22,957,137 | 6,307,164 |
| Pork, pickled..... | 4,125,550 | 2,025,778 | 34,113,875 | 36,671,660 |
| Lard compounds..... | 2,608,972 | 9,262,236 | 124,962,950 | 43,977,410 |
| Totals..... | 145,344,611 | 214,403,624 | 2,727,033,042 | 2,277,775,257 |

VALUE OF 1919 FARM PRODUCTS

THE VALUE of American farm products for 1919 will approximate \$24,000,000,000. Taking the figures of the Department of Agriculture, the Bureau of Census, and other sources as to the value of the products of other years, the *Wall Street Journal* makes the following comparison:

| Year | Crops | Animal Products | Total Values |
|----------|------------------|-----------------|------------------|
| 1919.... | \$15,873,000,000 | \$8,000,000,000 | \$23,873,000,000 |
| 1918.... | 14,222,000,000 | 7,164,000,000 | 21,386,000,000 |
| 1917.... | 13,479,000,000 | 5,852,000,000 | 19,331,000,000 |
| 1916.... | 9,054,459,000 | 4,351,905,000 | 13,406,000,000 |
| 1915.... | 6,907,000,000 | 3,868,304,000 | 10,774,491,000 |
| 1914.... | 6,112,000,000 | 3,783,277,000 | 9,894,961,000 |

COMMERCIAL FAILURES IN 1919

DESPITE THE UNREST AND UNCERTAINTY marking industrial and commercial activities during the past year, it is gratifying to learn that fewer business failures were registered in 1919 than in any previous year since 1881. The following tabulation, showing the total number of insolvencies, the aggregate amount of liabilities, and the percentage of failures to the whole number of business firms in the United States for the past three years, has been compiled by *Dun's Review*:

| | No. Failures | Liabilities | Per Cent |
|-----------|-----------------|---------------|-------------|
| 1919..... | 6,451 | \$113,291,237 | 0.38 |
| 1918..... | 9,982 | 163,019,979 | .58 |
| 1917..... | 13,855 | 182,441,371 | .80 |

OUR MEAT EXPORTS FOR TEN YEARS

INTERESTING IS A COMPARISON between our exports of meats in pre-war times and those of the five years of the war. Below we print statistics, compiled by the Bureau of Markets, showing the total exports of meats from the United States during the fiscal years 1910-14 and 1915-19. Mutton, of which only relatively small quantities were exported, has been omitted from the tables; likewise poultry and game, and sausage of all kinds:

PRE-WAR PERIOD (Pounds)

| | 1910 | 1911 | 1912 | 1913 | 1914 |
|-------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Beef— | | | | | |
| Canned..... | 14,804,596 | 10,824,504 | 11,026,431 | 6,840,348 | 3,464,732 |
| Fresh..... | 75,729,666 | 42,510,731 | 15,264,320 | 7,362,388 | 6,394,407 |
| Cured..... | 36,871,313 | 40,283,749 | 38,087,907 | 25,856,919 | 23,265,975 |
| Total..... | 127,405,575 | 93,618,984 | 64,378,658 | 40,059,655 | 33,125,114 |
| Pork— | | | | | |
| Bacon..... | 152,163,107 | 156,675,310 | 208,574,208 | 200,993,584 | 193,964,252 |
| Hams..... | 146,885,385 | 157,709,316 | 204,044,491 | 159,544,687 | 165,881,791 |
| Canned..... | 4,062,022 | 4,010,862 | 5,839,902 | 4,148,343 | 3,074,303 |
| Fresh..... | 1,040,278 | 1,355,378 | 2,597,880 | 2,457,997 | 2,668,020 |
| Cured..... | 40,031,599 | 45,729,471 | 56,321,469 | 53,749,023 | 45,543,085 |
| Total..... | 344,182,391 | 365,480,337 | 477,377,950 | 420,893,634 | 411,131,451 |

WAR PERIOD (Pounds)

| | 1915 | 1916 | 1917 | 1918 | 1919 |
|-------------------|--------------------|--------------------|----------------------|----------------------|----------------------|
| Beef— | | | | | |
| Canned..... | 75,243,261 | 50,803,765 | 67,536,125 | 97,343,283 | 108,489,472 |
| Fresh..... | 170,440,934 | 231,214,000 | 197,177,101 | 370,032,900 | 332,205,176 |
| Cured..... | 31,874,743 | 38,114,682 | 58,053,667 | 54,467,910 | 45,067,861 |
| Total..... | 277,558,938 | 320,132,447 | 322,766,893 | 521,844,093 | 485,762,509 |
| Pork— | | | | | |
| Bacon..... | 346,718,227 | 579,808,786 | 667,151,972 | 815,294,424 | 1,239,540,973 |
| Hams..... | 203,701,114 | 282,208,611 | 266,656,581 | 419,571,869 | 667,848,019 |
| Canned..... | 4,644,418 | 9,610,732 | 5,896,126 | 5,194,468 | 5,273,508 |
| Fresh..... | 3,908,193 | 63,005,524 | 50,435,615 | 21,590,288 | 19,644,388 |
| Cured..... | 45,655,574 | 63,460,713 | 46,992,721 | 33,221,502 | 31,504,497 |
| Total..... | 604,627,526 | 998,094,366 | 1,037,133,015 | 1,294,672,551 | 1,963,811,385 |

PACKERS' VIEWS ON THE MEAT SITUATION

UNDER THE ABOVE TITLE the *National Provisioner* of January 10 prints the following survey of live-stock and meat-trade conditions, as viewed from the standpoint of the packers. The article emanated from the office of the Institute of American Meat Packers, and is the first in a series of monthly reviews to be published through that channel. We reproduce it in full, more in order to give authentic presentation to the viewpoint of the packers than because of any new information which it may contain:

"Several producer friends have written in to ask the views of the Institute of American Meat Packers as to the future trend of hog and cattle prices. The best answer that can be made is to indicate some of the factors which are uppermost at the present time in the meat and provision world.

"To begin with, American industry continues to be busy and highly prosperous. This means high wages for labor and, in turn, a strong domestic demand for fresh meat. When the laboring man is paid good wages, he spends his money freely on his table; which means that he buys fresh pork and beef. Nothing could send prices of cattle and hogs downward so quickly and surely as an upset to the business world which would bring about unemployment of labor.

"The next factor of importance is the foreign situation. There are two angles to this: (1) Europe's present-day buying; (2) the overhanging possibility, not only of much heavier buying in the future, but of developments which may check the present buying movement. Reference is made here

to pork products alone. Exports of beef ended with the war,* and there is hardly a chance that they will be resumed in the future.

"At this time England is buying considerably in the way of pork products on the cost-plus basis. For three months past this has been the policy of the British Food Ministry, which is handling England's food situation. Also, exports are going forward which were bought last fall for delivery this winter.

"All of this buying, however, is a somewhat minor matter compared to what European countries might buy if they could receive credit in the United States. Most people understand in a general way existing conditions in the finances of most European nations. These countries have issued such large volumes of credit money at home, their outside obligations are so heavy, and their own supplies of surplus goods for exchange are so small, that it is exceedingly difficult for them to trade with other countries.

"Conditions being as they are, it is clear why Europe is confining its purchases to the barest necessities. There is hardly a doubt that a large loan to Europe on the part of the United States would do more to bring up live-stock prices than any other factor. We record this without expressing any opinion as to the advisability of such a loan.

"However, we would like to suggest to the American farmer that he watch the foreign-exchange situation, and that he endeavor to understand the definite bearing that European finance has upon his own personal prosperity and well-being.

"There are other angles to the foreign situation. In England, for example, certain trade interests are trying to prejudice English buyers against American meats. The reports of the Federal Trade Commission concerning the five larger packers have been distributed widely abroad, although it should be remembered that over fifty American packing companies are engaged in exporting meat products to England and the continent. We suspect that this propaganda has had something to do with the favor with which Chinese bacon has been received in England. We hear that large shipments of this product have been sold there recently.

"To what extent the shortage of freight cars, particularly in the West, has affected the prosperity of the American live-stock producer we do not know, but this condition has been a factor of considerable moment, we believe. Here is a very definite reason why the farmer should interest himself in the country's railroad problem. Clearly it is to the farmer's interest to work for that system of railroad operation which he believes to be of the greatest efficiency.

"We wonder if the farmer has been giving thought to the recently announced plan of the government to sell the large stores of frozen beef which it has on hand at present. The public announcement was to the effect that it would be sold below the market in order to help the consumer. Recalling that exports of American beef to Europe have ceased entirely,* we hardly need point out how sensitive the beef market is to any upsetting factor, and that the present plans of the government may have a certain bearing on live-stock prices.

"Another factor of marked importance in the cattle market has been a recent movement in hide prices. It is not generally appreciated that a cent up or down in the wholesale hide price means a change of about fourteen cents per hundredweight on beef. Recently hides have been off as much as seven cents a pound—a condition due, perhaps, to the fact that leather prices have advanced to a point where consumption has been checked. This will inevitably be reflected in the prices for live cattle.

"Such are the important factors that come into the calculations of the packer just now. There are other factors, such as the high price of cotton, which has caused the South to increase its acreage of planting of the cotton, and cut down its live-stock census; and likewise the high price of small grains, which has caused producers in Canada and our own West to reduce their live-stock operations.

"To the farmer interested in noting the forces that determine prices, the present is certainly a time rich with interest."

*[In view of the fact that 485,762,509 pounds of beef products were exported from the United States during the year 1919, the bulk of which went to Europe (see above), this statement, whatever its purpose, must be taken with a liberal dose of salt.—Ed.]

It is a good thing for United States senators that they are paid by the year. They would starve to death on piecework.—*Dallas News*.

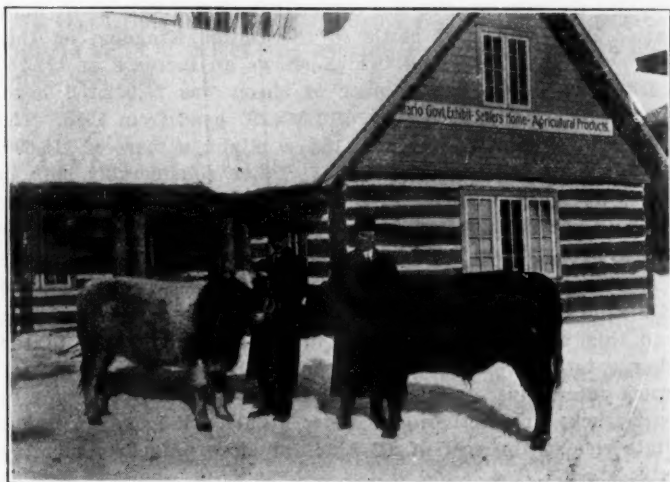
FOREIGN

CANADIAN LIVE-STOCK NOTES

BY H. S. ARKELL

Dominion Live-Stock Commissioner

THE GROWTH of the live-stock industry in Alberta during the last seven years is indicated by the expansion of the public live-stock market business at the Calgary and Edmonton yards. During 1913 only 34,422 cattle, 26,139 hogs, and 17,051 sheep were offered for sale at Calgary, while during the past year 215,000 cattle, 81,000 hogs, and 68,000 sheep passed over the scales. The Edmonton stock-yards have established themselves as an important stocker and feeder market, and operate as a clearing-house for live stock in relation to the Peace River district. The greater part of the cattle and sheep receipts at Edmonton during 1919 consisted of stockers and feeders. Total receipts showed an increase during 1919 over 1918 of approximately 15,000 cattle, 2,300 calves, and 11,700 sheep.



CANADIAN GOVERNMENT EXHIBIT TAKING AN AIRING
H. S. Arkell Holding Shorthorn Steer on the Left

Approximately 75,000 fewer hogs were marketed at public stock-yards in the Dominion during 1919 than during 1918. The totals were 915,461 and 987,767, respectively.

It is estimated that, had the common-quality beef animals sold at public stock-yards in Canada during 1919 carried enough fat and finish to grade as good in quality, the additional revenue would have approximated \$10,000,000. Ability to carry weight and finish is a virtue not possessed by the offspring of scrub bulls. Of the marketings of over 1,000,000 head of stock at Canadian stock-yards in 1919, only 20,000 head, or 2 per cent, were of weights and quality desirable in export beef. One beef animal out of every twenty-six marketed during 1918 was a bull; one out of every thirty animals marketed was a scrub bull.

The Federal Department of Agriculture has arranged for the exhibition in several countries of Europe of the pure-bred Shorthorn steer "Roan Jasper," champion steer of the Guelph Winter Fair of 1919, and of the grade Angus steer "Black

Hector," champion steer at the Toronto Fat Stock Show of 1919. These animals are the property of H. P. Kennedy & Co., Toronto, who purchased them at the Toronto sale. Mr. Kennedy is directly interested in the export trade in Canadian cattle, and has co-operated with the Department of Agriculture in this special advertising scheme by donating these two high-class animals and by landing them at Antwerp with a large shipment sent over by him during the present months. On arrival at Antwerp the steers will be taken in charge by a representative of the Department of Agriculture and exhibited at some of the larger centers in France, Belgium, and possibly Switzerland. The tour will continue for several weeks, and when it is concluded the cattle will be sold and the proceeds contributed to charitable purposes. The object of this somewhat unique undertaking is to make known to those engaged in the cattle trade in the countries visited the ability of the Canadian live-stock industry to supply export finished cattle or bullocks of the desired type and quality for feeding purposes.

During 1919, 945,817 cattle were slaughtered at inspected establishments in Canada, as against 878,333 in 1918. Of hogs, 2,332,420 were killed, compared with 2,260,736 during the previous year; and of sheep, 610,081, compared with 377,944.

Top prices registered at Canadian markets during 1919 were as follows: steers, \$16.50 (\$16.50 in 1918); calves, \$23.50 (\$18 in 1918); hogs, \$25 (\$22 in 1918); sheep, \$22 (\$23.75 in 1918).

The Dominion Live Stock Branch announces a new policy, to be known as the "Sire-Purchase Policy," under the terms of which bulls, boars, and rams will be purchased on order by competent employees of the branch and sold to applicants at the original cost price plus the freight. A deposit of \$50 with the order will be required in the case of bulls, and of \$10 in the case of boars or rams. Applicants will be required to remit the remainder of the purchase price, either direct or through their banks, before delivery is made.

CANADA SEEKING NEW PASTURES

OWING TO THE MAINTENANCE of the restrictions on the importation of Canadian cattle into England, the Dominion government has appointed a commission to inquire into the question of finding suitable additional pasture lands. This commission, which will have the help and advice of Dr. V. Stefansson, the Arctic explorer, is to investigate the possibilities of the Arctic and sub-Arctic portions of Canada for grazing, as well as wool and meat production. Dr. Stefansson has always held the view that the musk-ox could be domesticated readily in northern Canada.

CANADA TO EXPORT HORSE MEAT

FIVE THOUSAND HORSES in Calgary, Canada, will be slaughtered to fill an order for as many barrels of boned and salted horse meat for shipment to Europe, say press dispatches. Contracts have been awarded, and a new industry is being developed. There are in Alberta at present considerably more than 800,000 horses, of which a large percentage are pure-bred. Indiscriminate and careless breeding in the past is being succeeded by horse-show quality. Therefore there was no logical outlet for disposing of small and comparatively useless animals. Now that Europe is demanding horse meat to take the place of the cattle, sheep, and hogs slaughtered during the war, these Alberta horses are being rapidly turned into money.

"Pickled and smoked horse flesh is said to be very strengthening," writes a Dutch correspondent to an English exchange

reaching our table. "Personally I know of one instance where the doctor gave little hope for a weak patient who was dwindling away, and in which case plenty of port wine and claret and smoked horse flesh gave complete recovery." To bring out its full medicinal qualities, we may add, the pickle should be served with sauerkraut, and followed by pumpernickel and limburger cheese.

ENGLISH LIVE-STOCK LETTER

BY JOSEPH RAYMOND

[Special Correspondence to The Producer]

LONDON, January 16, 1920.

ALTHOUGH THE GOVERNMENT has its commitments to the home stock farmer up to June next in regard to maximum meat prices, we are just coming to an interesting period in meat politics; for my private advices tell me that the further decontrol of imported meat is almost hourly imminent, and this will have its effect all around. Its immediate result on home-killed meat may be to make the highest qualities still dearer, but cheaper supplies of imported meat should be available to the masses almost at once, and this will react on the home meat situation.

Although we are now having a very mild winter, the fodder situation started adversely for consumers, with the result that stock-feeders are unloading their holdings earlier than they generally do. This week an extra 24 cents per 112 pounds, live weight, was allowed them in price by the government, which will tend to correct the rather poorer supplies of meat of late. This increase brings the rate for first-grade bullocks up to \$17 (\$4 to £1) per cwt. Fat stock has, in fact, been more plentiful on the market since Christmas, but home beef is much more plentiful than sheep, which are short. Calves for slaughter are generally dearer, \$32, \$40, and even \$48 being by no means uncommon prices for the best-quality animals.

In view of the increased interest displayed in developing home meat supplies, and the anxiety of one and all to develop this side of home agriculture as far as possible, it is interesting to see the actual position in which this country stands through the seasons of the year as regards actual meat production. No better glimpse of this has ever been forthcoming than in a table which has been issued by the Ministry of Food of the estimated weekly production of beef and mutton per head of the population; and this table is so direct and informative in its data that I think it is worth reproducing here, so that I accordingly give it:

ESTIMATED WEEKLY PRODUCTION OF BEEF AND MUTTON
PER HEAD OF POPULATION, APRIL, 1918—MARCH, 1919
(Pounds of Dressed Carcass Weights)
(Population taken is resident population as returned in July, 1918)

| | 1918 | | | | | | | | | | 1919 | | | Weekly Av. for Year |
|---------------------|------|------|------|------|------|-------|------|------|------|------|------|------|------|------------------------------|
| | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Jan. | Feb. | Mar. | | |
| England..... | 0.58 | 0.47 | 0.29 | 0.46 | 0.47 | 0.63 | 0.68 | 0.70 | 0.48 | 0.46 | 0.48 | 0.54 | 0.52 | |
| Wales..... | 0.36 | 0.37 | 0.58 | 0.88 | 1.05 | 1.20 | 1.07 | 1.54 | 1.10 | 0.87 | 0.89 | 0.89 | 0.90 | |
| Scotland..... | 1.17 | 0.92 | 0.61 | 0.80 | 1.24 | 1.45 | 1.62 | 1.29 | 1.11 | 1.08 | 1.34 | 1.19 | 1.15 | |
| Av. Great Britain.. | 0.64 | 0.52 | 0.35 | 0.53 | 0.59 | 0.76 | 0.82 | 0.82 | 0.59 | 0.56 | 0.61 | 0.64 | 0.62 | |

The seasonal movements of meat production in the United Kingdom are as varied as those met with in any part of the world. Naturally the full-supply season is in the second half of the year when the cattle come off the grass ready for killing. Stall-fed cattle furnish most of the home supplies through the winter, so that the period of poorest supply comes in the second quarter of the year. From the published statistics it appears not only that there are wide differences in the annual

average as between areas mainly industrial and those mainly agricultural, but also that within the latter there are differences in the seasonal movement. Thus in the western, grass-feeding counties the period of maximum supplies occurs from September to November, while in the root-growing eastern counties, where stall-feeding is more largely practiced, the maximum period comes in March to May. Before the war the consumption of imported meat was confined to certain districts—chiefly ports and industrial areas. With the large reduction of home supplies in the producing areas, the tendency would have been for the latter to cease exporting to the industrial areas, which would have had to depend entirely on imported supplies.

During 1919 there was a marked increase in the consumption of butchers' meat. The weekly average for the United Kingdom is estimated at 22½ ounces per head, of which 14½ ounces was home grown. Thus home supplies showed a slight recovery, and more imported meat was also available. As to the home-supply position in the future, the class of live stock which suffered the greatest reduction during the war—namely, pigs—is fortunately just that one where the loss can be most quickly made good. Our herds of cattle are not below the pre-war level, though they probably include a larger proportion of young animals. The reduction in our flocks of sheep is a more serious factor, and so far there is no prospect of its being made good in the near future.

The issue of the Irish live-stock returns for last year enables me now to give the United Kingdom totals as at June last. The number of cattle in the United Kingdom on that date was 12,452,889 head, which shows an increase of 179,265 head over 1918. The number of sheep was 25,032,259 head, exhibiting a serious decrease of 1,948,297 head from 1918. The total number of pigs was 2,915,152—a slight increase of 115,690. Breeding stock is reported to have fallen considerably both in sheep and pigs, and this is a particularly serious factor in regard to sheep, the stock of breeding ewes having fallen by as many as a million head.

The much-talked-of rise in railway freights in the United Kingdom is not without its direct effect on the live-stock trade, and this week there has come into force an increase in the charge for conveyance of live stock of 60 per cent on present truck rates, plus a flat rate addition of 24 cents per truck or part truck, irrespective of distance. This will mean an immediate rise in the cost of all kinds of store animals, including milk stock.

The first step of decontrol of meat has raised a volley of protest from wholesale distributors in the British colonial trade; for under the government's system of allocation they are still unable to serve their old pre-war customers with consignments of meat freely, although the handlers of American supplies coming into the country are able to proceed in working up the old avenues of pre-war business. The Ministry of Food is being very hotly criticised on this subject.

RETURNING BELGIUM'S LIVE STOCK

RECOVERY OF BELGIAN LIVE STOCK taken away by the Germans during the war began on October 15, 1919. For the purpose of reclaiming stolen cattle, Germany has been divided into twenty sections, in each of which there is a central point of collection. The Belgian commission in each territory is composed of two breeders and one veterinary surgeon. The latter examines all animals presented, refusing those suffering from disease. The total number of cattle to be reclaimed is as follows: 2,000 bulls, 25,000 cows of from two to ten years, 35,000 full-grown heifers of from fifteen months to two years, 25,000 young heifers, and 5,000 calves.

FOOD CONSUMPTION IN ENGLAND INCREASING

LIGHT ON FOOD CONDITIONS in the United Kingdom is thrown by statistics recently published in the *London Times* giving the total average amounts of staple foods consumed monthly for the years 1909-13 and for the three months April-June, 1919. From these data we have derived the below monthly per-capita amounts for the two periods, based on a civilian population of 45,200,000 in 1909-13 and 45,000,000 in 1919:

| Commodity | Av. Monthly per Capita Consumption | |
|----------------------|------------------------------------|-----------------|
| | 1909-13 | Apr.-June, 1919 |
| Flour | 16.7 | 19.6 |
| Beef and mutton..... | 5.9 | 4.4 |
| Bacon | 1.3 | 1.8 |
| Butter | 1.2 | 0.5 |
| Cheese | 0.6 | 0.4 |
| Margarine | 0.4 | 1.0 |
| Eggs | 1.0 | 0.8 |
| Totals | 27.1 | 28.5 |

These figures are chiefly interesting in showing an increased bread consumption to make up for the deficiency in other articles of diet—principally meats and butter; which deficiency, in the case of meat, is rather less than we had been led to believe from reports reaching us on this side of the Atlantic. With meat prices returned to their pre-war level, there seems little likelihood that John Bull will soon turn vegetarian. Another noteworthy fact is the circumstance that, in spite of prices, the average Britisher eats more than before the war.

LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[Special Correspondence to *The Producer*]

MELBOURNE, VICTORIA, December 23, 1919.

THE DROUGHT CONDITIONS in Australia have been relieved to some extent by thunder-storms, which early this month benefited the eastern half of New South Wales, parts of Victoria, and south and central Queensland. Unfortunately, though, there is still a large section that remains terribly dry. This comprises practically the whole of western New South Wales and a considerable slice of the adjoining states—a total area larger than your State of Colorado. Dams and water-courses that had not failed for decades are dried up, and all natural feed has disappeared. Other large inland districts, particularly in the north, also need rain; but they carry some feed and are not in desperate straits like the west of New South Wales. The drought-stricken country is poorly served with railroads, and since the traveling stock routes dried up there has been little chance of getting stock away. At the same time values for fodder have risen to almost prohibitive levels, and consequently owners who were unable to move their animals have suffered serious losses. Just how heavy nobody can say, but it seems pretty certain that over a million sheep and many thousand head of cattle have perished.

The coastal and southern parts of Australia are having a moderate season, on the whole, and stock is keeping in fair to good condition. The meat-freezing works in the south are having a busy run on sheep and lambs, absorbing the surplus of fats over and above local requirements. This keeps the market firm for good lines, but the demand for stores and anything not suitable for freezing is depressed. The meat-export season in the north (Queensland, etc.) is finished, and all the freezing-works have closed. Operations up there are almost entirely confined to cattle. Under normal conditions the killing season lasts from April until November, but this

year the works had a good deal of broken time on account of strikes, and it is doubtful if any had a really profitable run. As before remarked, the principal cattle-raising country of the north is having a dry spell. Usually monsoonal rains are expected before this, but so far only a few storms have come along. If the monsoons proper fail, the outlook for the breeding season will be very gloomy.

Apart from climatic conditions, stock-owners in Queensland have to contend with a socialistic government which is causing them even more anxiety than the weather. Some two years ago this precious government opened state butcher shops in various towns—nominally with the object of bringing down the price of meat, really to capture votes. By certain methods that it is not necessary to go into here, the frozen-meat export companies were to all intents and purposes forced to supply these shops with 10,000 tons of beef or 10 per cent of their total output, whichever was the lesser quantity, at a specially low rate. For instance, they received 9½ cents a pound f. o. b. for the beef shipped overseas on behalf of the British government, and only 6 cents for chilled and 7 cents for frozen on what was retained for local consumption. This arrangement went on for two seasons, but latterly the government advised the companies that it wishes to make a fresh contract for a fixed quantity of 20,000 tons of beef to be supplied annually to the state shops for a period of five years. Owing to the uncertainty of the seasonal outlook and the unsatisfactory labor conditions prevailing, the companies refused to be bound down to such a contract. Twenty thousand tons might represent as much as a fifth of the total output in a bad export year, and to supply a fixed quantity like that would mean that the companies could only buy cattle on a most conservative basis, and naturally to the detriment of the stock-raiser. When the government found it could not get the exporters to agree to its terms peaceably, a series of proclamations were issued commandeering the whole of the meat handled by the export companies for the next five years. The prices fixed under these orders were 6 cents a pound chilled and 7 cents frozen for prime beef, and 9 cents for mutton. At the time the proclamations were published, November 4, the Premier announced that the government intended to take only 20,000 tons of beef, and that the rest could be shipped overseas. Still the fact remains that the whole has been commandeered, and another Premier may arise who will have other intentions.

Under the circumstances it is hardly to be wondered at that stock-owners in Queensland feel more than a little unhappy. They strongly object to being forced to supply city workers with beef at about half of its real value; for that is what the commandeer amounts to. Frozen beef is today worth, at the very least, 20 cents a pound wholesale on the English market, and, supposing it costs as much as 8 cents to kill, freeze and ship, 12 cents a pound is a very different proposition from the 6 cents that will be paid under the commandeer. It is not anticipated that the oversea value will long remain at the present high level, but nobody expects it to drop to anything like the parity of 6 cents a pound in the next five years.

It is reported that one of the immediate effects of the commandeer has been to cause owners to cease spending money on artificial feeding of cattle in the dry areas. With hay ranging up to \$75 a ton at the seaboard, and no prospect of obtaining a fair price for the stock, many growers have decided to cut the loss and let the animals take their chance.

Shipments of meat overseas from Australia and New Zealand have been heavy during the last few months. The total export from Australia for the five months, July to November, inclusive, approximates 1,500,000 carcasses of mutton, 800,000 of lambs, and 600,000 quarters of beef. From New Zealand for

the same period the exports were in round figures 2,350,000 sheep, 1,650,000 lambs, and 275,000 quarters of beef. There is still a considerable accumulation of frozen meat in cool store in both countries awaiting freight. At the time of writing, Australian shippers must hold something like three-quarters of a million carcasses, and New Zealand fully 3,500,000 carcasses of mutton and lamb. The quantity of beef awaiting shipment is insignificant. The New Zealand meat-freezing works commenced the new killing season this month, and look forward to a fair run, although it is not likely that they will put through as many head as in recent years. However, as there are still 3,500,000 carcasses of the previous season's meat on hand, the Dominion will want all the refrigerated freight that can be obtained. One farmers' co-operative company has determined not to run any risk of being hung up for lack of freight in the future. The directors have purchased a 10,800-ton vessel, with insulated capacity equal to 125,000 carcasses of mutton. This is the first co-operative meat company to buy a large steamer. The money has been provided by the shareholders, and the venture will be watched with interest by other companies.

Practically all the frozen meat shipped from Australasia is still being taken by the British government under the old war-time contracts. As explained in previous letters, the Australian agreements expire three months after the exchange of ratifications of the Peace Treaty (that is, probably early in April), and the New Zealand contracts end June 30, 1920. Negotiations were opened some time back for a renewal of the agreements. Nobody knows how far they have gone, but recent events seem to indicate that the English government will not seek new contracts. Shippers hope that it may be so; for they look forward to the days when the trade will again be free. Under the contracts all the exportable surplus belongs to the British government, and the companies are unable to compete in any of the continental or other oversea markets that may be opened up. It is felt that this gives rivals in South and North America a big pull. Apart from that, exporters want to obtain the world's parity for their output, instead of the relatively low contract prices now received.

Current values for live stock in the Melbourne markets are as follows: Cattle—prime bullocks, up to \$135 a head, with extras a little higher and poor stores down to \$20 a head. Sheep—prime cross-bred wethers, up to \$7; extra, higher, and stores, down to \$1; prime cross-bred ewes, \$6.25; prime lambs, \$6.25, and extra, \$7.

LIVE STOCK IN URUGUAY AND PARAGUAY.

IN THEIR REVIEW of live-stock conditions in South America, Mr. David Harrel and Mr. H. P. Morgan, emissaries of the United States Department of Agriculture, recently returned to this country, have now reached the smaller states of Uruguay and Paraguay. From their preliminary reports on those two republics we summarize as follows:

Uruguay

This country—little larger than the State of Missouri and with an estimated population of about 1,500,000—is almost wholly devoted to the live-stock industry, for which its temperate, equable climate, the fine quality of its native grasses, and the excellent facilities for marketing surplus meat products are especially favorable. Montevideo, the capital and chief port, is situated at the mouth of the River Plata, combining the advantages of this excellent inland waterway with modern facilities for ocean transportation. Live stock and its products constitute almost 98 per cent of the total value of Uruguayan exports. The latest live-stock census was taken in 1916 and

revealed the following numbers (compare the table printed on page 41 of the June, 1919, PRODUCER):

| | |
|--------------|------------|
| Cattle | 7,802,442 |
| Sheep | 11,472,871 |
| Hogs | 303,958 |

As in the United States, there are a tick-infested and a tick-free section, the Negro River forming the dividing line. Efforts are being made to secure the complete eradication of this pest. A more serious menace to the cattle industry, however, is the foot-and-mouth disease, from which the country is seldom free. Occasionally from 50,000 to 100,000 animals in one district are affected at the same time, and quarantine methods, such as practiced here, would be out of the question. Fortunately the disease presents a less virulent type than in this country, and the losses are comparatively light, the principal effect being the retardation of the marketable age of animals from seven months to a year.

Much attention is being paid in Uruguay to the improvement of live stock. English and American breeders on the ground have anticipated this need, with the result that now very little of the native stock is seen. Argentina, of course, is the natural source of supply for the importation of pure-bred cattle, but increasing numbers are being brought in from the United States and England. There is an active demand for first-quality stock, with a well-defined sentiment in favor of importations from the United States. Shorthorns, Angus, and Herefords are all held in high esteem—with competition to be expected in the order named—and the prices paid are generally high enough to allow a profit to the seller. The burden of developing the market, however, rests with the latter, and the commissioners recommend that direct connection be established with agents in Uruguay for handling consignments and orders.

The Uruguayan sheep-raising industry appears to rest on a firm foundation, and the importance of improving their stock is fully realized by native breeders. Pure-bred rams and ewes are imported regularly from England, commanding good prices. Future development seems to point to a cross-bred wool-and-mutton type.

Paraguay

Paraguay—somewhat larger than California and with a population of less than a million (principally Indians and mestizos)—presents a more complicated problem for the stock-raiser. Its physiographical features are only in part favorable to the industry; the climate is tropical, with periods of excessive heat and heavy rainfall, causing frequent inundations; animal pests abound and, in connection with the ever-prevalent foot-and-mouth disease, constitute a serious handicap; transportation facilities are yet in a primitive stage. Stock-raising, suffering from these drawbacks, is nevertheless the principal occupation of the people. The most recent official estimate of the live-stock population is of 1915, and shows the following figures:

| | |
|--------------|-----------|
| Cattle | 5,249,043 |
| Sheep | 600,000 |
| Hogs | 61,000 |

The present number of cattle is conservatively placed at 4,000,000. For the most part they belong to the native, so-called "creole," type—of indiscriminate color, with long, heavy horns, and chronically of what Mr. Poole felicitously styles the "hat-rack" variety. It seems impossible to put fat on their hips and shoulders, and they go to market very thin.

Little constructive breeding work has yet been done in Paraguay. A few companies, mostly foreign, are trying to raise the standard of live stock. Herefords have been imported from Argentina and elsewhere. Some years ago experiments were made with zebu cattle introduced from Brazil; but the attempt was abandoned. Still there exists a general realization of the

necessity for improvement, stimulated by the American packing-plants located in the country, which are trying to develop a frozen-meat industry. There exist the advantages of an already established market, a fair foundation stock, proximity to the sources of supply, and the promise of big results from intelligent effort.

A market for pure-bred stock, however, the commissioners hold, will be of slow development. The neighboring state of Argentina is able to furnish large numbers of breeding stock, of improved quality and immune to the tick, at prices prohibitive of United States competition. A prerequisite to an increased trade is larger American investments, especially in Paraguayan ranches.

EXPORTS OF BEEF FROM ARGENTINA, 1913-1919

BELOW WE PRINT TABLES giving the total amounts of Argentina's exports of beef products for each of the six years 1913-1918, and for the first nine months of 1919; and also the exports of the two principal commodities—frozen and chilled, and preserved, meat—to the United Kingdom and the United States for the same periods:

TOTAL BEEF EXPORTS

| Year | Frozen and Chilled Beef | Jerked Beef | Preserved Meat | Meat Extract | Total |
|------------|-------------------------|-------------|----------------|--------------|---------------|
| 1913..... | 807,388,453 | 8,620,557 | 27,720,446 | 1,761,025 | 845,491,081 |
| 1914..... | 813,426,852 | 5,239,368 | 28,851 | 951,249 | 819,646,320 |
| 1915..... | 799,694,399 | 469,894 | 70,423 | 819,337 | 801,054,053 |
| 1916..... | 942,907,420 | 2,466,532 | 98,256 | 1,440,170 | 946,912,378 |
| 1917..... | 870,195,302 | 745,154 | 222,631,530 | 1,446,217 | 1,095,015,203 |
| 1918..... | 955,006,264 | 5,648,185 | 390,073,105 | 2,186,962 | 1,352,914,516 |
| *1919..... | 553,456,011 | 9,177,750 | 172,642,226 | 1,119,936 | 736,395,923 |

*To October 1.

EXPORTS OF FROZEN AND PRESERVED MEATS

| Year | Frozen and Chilled Beef | | | Preserved Meat | | |
|------------|-------------------------|-------------------|------------------|----------------|-------------------|------------------|
| | Total Exports | To United Kingdom | To United States | Total Exports | To United Kingdom | To United States |
| 1913..... | 807,388,453 | 782,769,685 | 7,160,541 | 27,720,446 | 17,036,011 | 351,032 |
| 1914..... | 813,426,852 | 679,570,154 | 130,779,077 | 28,851 | 21,316 | 2,026 |
| 1915..... | 799,694,399 | 659,448,770 | 88,325,094 | 70,423 | 62,200 | 540 |
| 1916..... | 942,907,420 | 790,124,231 | 19,488,664 | 98,256 | 74,936 | 884 |
| 1917..... | 870,195,302 | 622,332,125 | 3,071,008 | 222,631,530 | 136,431,671 | 11,834,293 |
| 1918..... | 955,006,264 | 448,170,929 | 1,757,066 | 390,073,105 | 165,640,416 | 88,106,839 |
| *1919..... | 553,456,011 | 349,135,888 | 4,907,828 | 172,642,226 | 56,825,770 | 13,997,005 |

*To October 1.

The foregoing tables contain significant history. In 1913 the Underwood bill placed live stock, meats, and wool on the free list. During the following year approximately 131,000,000 pounds of frozen and chilled beef were imported into the United States from Argentina. When world conditions become more normal, these importations may be resumed. In 1915 there were about 88,000,000 pounds of beef imported from Argentina into the United States, most of which was reshipped to England and the continent of Europe to meet war demands.

The preserved-meat trade of Argentina reached astonishing proportions in 1917 and the following years—all on account of the keen demand for tinned meats by the armies of the Allies. Some authorities claim that the export volume of meat products from Argentina during 1918 will not be exceeded for several years. The exports of beef products from the United States to England and the continent during 1918 were the largest on record, but were less than the exports from Argentina by approximately 570,000,000 pounds.

First thing you know the public will die of starvation, and then capital and labor will have had all their trouble for nothing.—*Kansas Industrialist*.

SOUTH AMERICAN HIDES

[Hide and Leather]

THE RELATIVE MERITS and values of the four types of wet salted hides coming from the River Plata—*frigorificos*, *saladeros*, *mataderos*, and *campos*—are of common knowledge. Not so much is known of their origin, however.

Frigorifico is the Spanish equivalent of "refrigerator," and, as the name implies, the *frigorifico* is a packing plant in which refrigeration is employed in the preparation of meat. The plants enjoy favorable comparison in every respect with the Chicago packing-houses; in fact, a great many are owned and operated by them. Care is used in the selection of the live stock, the take-off and the curing of hides, and a product of uniformly good quality is the result.

It is not generally known that the natives of the Argentine and Uruguay, and, in fact, most Latin countries, practically without exception eat only freshly killed meat. Nearly the entire meat product of the *frigorificos* is exported, mostly to the continent, although recently a store for the sale of chilled meats was established in the fashionable shopping district of Buenos Aires and appears to enjoy good business.

Saladero is an establishment in which the meat is cured by salting. The *saladero* industry has practically died out in the Argentine, and is carried on for the most part in Uruguay, particularly on the Brazilian border.



"SALADERO," OR MEAT-DRYING PLANT

The meat is removed in one piece, and thrown into a vat containing strong brine. It is kept in motion for several hours, drained, and then stretched on frames in the open air. When dry and warmed by the sun, it is placed in a pack similar to a hide pack, and covered with a tarpaulin. The warmth is thus retained and permeates to the interior of the meat, causing it to "cook." In the morning it is again stretched on the frames, and in the afternoon returned to the pack. These last two operations are repeated until the meat is cured, when it is packed in machine-compressed bales for shipment. The curing process requires from ten days to three weeks, depending on the weather.

The bits of meat left on the bones are made into corned beef, and the other by-products are treated in the usual manner.

The salted "jerked" beef is used in hot climates where fresh meat would spoil. A great deal is consumed on the plantations in Brazil, Central America, and Cuba.

The grade of cattle used is not equal to that used by the *frigorifico*. The hides are apt to be more plump, fleshy, and ticky. The take-off and cure are being improved constantly, and in many instances are very nearly on a par with *frigorificos*.

[Continued on page 62]

ROUND THE RANGE

KANSAS TO LICENSE PACKERS

Stealing some of the thunder from the slowly discharging clouds at the national capital, Kansas has decided to deal with the packer problem on her own account. Last month, in special session, her law-making body passed the so-called Burdick bill, providing for a state live-stock commission which is to license all packers, stock-yard companies, and live-stock traders doing business in that state. The commission will be made up of the state live-stock sanitary commissioner and two others to be appointed by the governor. It shall make rules and regulations governing the conduct of public stock-yards and packing plants in the state. Those affected by its rules may file a protest with the Industrial Relations Court, and appeals from the decisions of this court to any court of competent jurisdiction is permitted. Live-stock commission men are exempted from the provisions of the bill.

AMERICAN FARM BUREAU FEDERATION NOW A REALITY

Delegates to the annual convention of the Farm Bureau Federation of Nebraska last month, by unanimous vote, ratified the constitution of the American Farm Bureau Federation adopted in Chicago last November. Nebraska is the eleventh state to get behind the national organization, and, as the indorsement of only ten states was needed to make it an actuality, it is now a going concern. THE PRODUCER speeds it on its way with congratulations and the sincere wish that it may be successful in accomplishing some of the many things hoped from it.

ARMOUR & CO. UNSCRAMBLING

Armour & Co. have made the first official announcement concerning the beginning of the company's segregation plans, which, it is stated, will involve ultimately the distribution of over \$100,000,000 of assets and capital. The leather and tanning business, incorporated under the name of the Armour Leather Company, will be the first affected. The right to subscribe to the stock in the new concern will be given to the preferred stockholders of Armour & Co.

As a further step toward divesting itself of "unrelated lines," tabooed under the Palmer agreement, the company has disposed of its bean interests in Michigan, which have been taken over by The Gleaners—a farmers' organization.

REINDEER TO SUPPLANT THE STEER

In a previous number we mentioned the prediction of Vilhjalmur Stefansson, the Arctic explorer, that the countless thousands of caribou inhabiting northern Canada, together with the rapidly multiplying reindeer herds of Alaska, were bound to play an important part in the meat supplies of the future. That the skepticism with which his announcement was met in some quarters has not dampened Mr. Stefansson's enthusiasm is evidenced by the following extract from an interview recently given out:

"Reindeer constitute the source of a large part of the world's future meat supply. This year 20,000 were killed. Twelve years ago the reindeer industry was put on a commercial basis with 1,200 head. Today there are over 200,000. No females are being killed—only the surplus males.

"People don't understand the possibilities of northern countries. Our civilization originated in the tropics. We have always been afraid of the land of the north. It was a land of mystery. Yet it has always proved the land of the future.

"In the far north is the reindeer, or the caribou; for these two animals really are the same. The reindeer is domesticated, and the caribou wild. The reindeer, which was domesticated before history began, can grow fat where cattle would starve to death.

"In Alaska there are 100,000 square miles of land suitable for grazing purposes. In northern Canada there are 1,000,000. The supply of reindeer will double every three years. In twenty years Alaska alone will be able to ship 5,000,000 carcasses a year. These can be delivered at Seattle at \$4 a head. The hide alone is now bringing better than that. And reindeer meat is sold on the market for 29½ cents a pound. The average weight per carcass is 150 pounds.

"The Alaska Eskimo families take care of the herds—two families to a herd. These are paid \$400 a year per family and are furnished with food, clothing, and other necessities. A herd of from 5,000 to 6,000 animals is thus cared for at a cost of about \$2,000 a year, or 40 cents per animal."

In an English exchange we read that "the ex-Kaiser, in an interview with the president of the republic of Peru, asked

Tell your friends how much you enjoy

The
Producer

Perhaps they will subscribe to the best magazine in the West for the price—

\$1.00

A.J. Knollin

POCATELLO, IDAHO Box 478

Breeder of

Pure-Bred SHEEP

Rambouillets
Lincolns

Cotswolds
Shropshires

Belgian Horses—Milking Shorthorns
Serviceable rams of above breeds and a few Shropshire ewes for sale at reasonable prices. Also a few young Belgian stallions bred from imported stock, and a few bulls and milking Shorthorns.
Correspondence solicited.

MONTANA

Herefords

FOR SALE

60 Head Registered BULLS

Coming Two-Year-Old, Native-Raised.
Beau Brummel and Beau Perfection
Breeding. Good size. Good color

W. H. DONALD
Melville, Montana

**Galloway
Cattle**

30 HEAD 2-YEAR-OLD BULLS
and 59 SPRING BULL CALVES

Strong, rugged farm bulls, range grown.
Can spare a few females; 200 head cows
in herd to pick from.
Don't delay if you want good cattle.

E. E. FRIZELL & SONS
FRIZELL, Pawnee Co., KANSAS

Sunnyside Stock Farm

Ottawa, Illinois

J. J. HORNUNG, Proprietor

Breeder of Pure-Bred Hereford Cattle
and Percheron Horses.

Specialty: Range Bulls, in car lots or as desired.

permission to go to that country to raise cattle." We nominate Wilhelm for the position of All-Highest Herdsman of Caribou on the Yukon!

HOME KILLING OF HOGS

There is no reason why anyone who is the possessor of a fat hog cannot convert it into juicy ham and streaked breakfast bacon, strings of sausage, and cans of snowy lard. The best time to butcher is when a little ice forms at night, but there is no severe freezing. In general, water for scalding hogs should be between 155 and 165 degrees. The carcass must be kept moving in the barrel and frequently aired when this temperature is maintained, or the hair will "set." A bar of common soap, two handfuls of soft soap, a small shovelful of wood ashes, or a scant tablespoon of lye in the water will cut the scurf and leave the hog's hide much cleaner and whiter.

When the hog has been scalded, scraped, and cleaned, the carcass should be left to cool till the meat can be trimmed smoothly. The salt will strike in much more quickly while the meat is warm, and one night of cold to take the animal heat out will usually insure keeping of the meat. If the meat is packed in a box, it should be taken up and allowed to cool out thoroughly the second night.

Hogs between eight months and one year old, weighing 200 to 250 pounds, are the most suitable size for home butchering and have the best-flavored meat.

Well-bled meat keeps more easily than that from stock where the drainage has been imperfect. The handling of an animal just previous to slaughter has much to do with getting a good "stick." Stock bleeds more thoroughly and dresses more easily after twenty-four hours' fast. Water should be allowed freely. Running or wrestling the animal causes a temporary fever. If killed in this condition, the meat is apt to be bloody and slimy. Such meat looks bad, tastes bad, and spoils easily. Penning up the animal by himself the day before butchering is recommended. Whip marks and bruises leave bloody spots, which have to be trimmed out.

RABIES UNDER CONTROL

Most people, fortunately, know of rabies, or hydrophobia, only from hearsay; but there are large sections of the country where this dread disease is by no means an unfamiliar affliction. In 1915 there was an outbreak in Nevada in which half a million dollars' worth of live stock was lost by being bitten by rabid animals. Some ranchers lost from 200 to 400 head of cattle. A great many persons were bitten, and not a few of them died.

Such outbreaks have been localized, but they might easily have become general. Rabies has been prevalent for years among wild animals in California, Idaho,

Nevada, Oregon, Washington, and Utah. It is communicated from them to domesticated animals, including dogs and cats.

The Department of Agriculture every year uses a large part of the money available for predatory-animal control in combating rabies. Although the disease still maintains a foothold in all the states named, efforts in suppressing its carriers have been so successful that its spread to other states has been prevented, and the number of persons and domestic animals bitten by rabid wild animals has steadily decreased, until the number is now very small.

FIGHT ON TUBERCULOSIS NOT TO BE RELAXED

After two years of practical operation of the tuberculosis-free accredited herd plan, administered by the Bureau of Animal Industry in co-operation with the various states, a joint committee representing the pure-bred cattle associations and the United States Live Stock Sanitary Association has unanimously decided that no steps should be taken which would lower the high standard of the present plan. It was agreed that no herd should be accredited if it contains a tuberculous animal, male or female.

USING CHEAP VACCINES IS DOUBTFUL ECONOMY

Advices reaching THE PRODUCER from Kent County, Texas, tell of the death of over a hundred head of calves after being vaccinated against blackleg. The calves all belonged to one man, who had been manufacturing his own serum. According to the reports, the infection seemed to have originated at the point of injection.

Such cases demonstrate the importance of securing vaccines only from reputable, well-established firms, whose product has been tested and proved its efficacy. It cannot be too strongly emphasized that experimenting with home-made concoctions, in order to save a few dollars, is hazardous business.

FORTY STATES JOIN IN BETTER-SIRES MOVEMENT

Organization of the "Better Sires—Better Stock" campaign has now been completed in forty states, and in many of them the work is already in full swing. Of the few states not yet enrolled several have made plans for joining the movement. Each of the enrolled states has filed with the Bureau of Animal Industry the name and address of an official directly in charge of the work. This list will be furnished any inquirer on application.

Hides, Furs Pelts, Wool

Forty-two years of square dealing have earned for me the confidence of dealers and shippers in the Western territory, which is proven by the fact that I handle more hides direct from the Farmer and Ranchman than any concern in the West.

Highest Market Prices Paid at All Times

Ship your Hides to me and you will become one of my satisfied customers.

Write or wire for Quotations and Shipping Tags.

J. L. BROWN

1821 FIFTEENTH STREET
DENVER, COLO.

Powers-Behen
The Store
for Men

Maintaining Quality

Quality is a much-abused word, but it's the one thing you ought to be particular about in buying CLOTHES. On it rests the service and satisfaction you get, and you're willing to pay to get it.

16th at
California
Denver

SIMPLE COLD-STORAGE EQUIPMENT FOR MEAT-CURING

In the southern states, unless some method of artificial cooling is used, meat, while it is being cured, is liable to become tainted, even in winter. There are many refrigerators on the market, but one large enough to hold a sufficient amount of meat is usually more expensive than many farmers can afford. Another drawback to the large commercial type for this purpose is that its use is limited to a few weeks, since it is too large, and consumes too much ice, to be used as a house refrigerator the rest of the year. The initial expense of an ice-box for use during meat-curing is high, and its life is comparatively short.

An inexpensive cold-storage plan to use while curing meat is described by specialists of the Department of Agriculture. The equipment needed consists of a good hard-wood barrel with the head out, and a galvanized tub that is small enough to slip into the barrel and allow the rim to catch and hold on the upper edge of the barrel. This will suspend the tub in the upper part of the barrel.

When the meat is cooled, salted, and ready to cure, fill the barrel about two-thirds full of the meat, or to within an inch or two of the bottom of the tub. Suspend the tub, which has been filled with ice, in the top of the barrel above the meat, or fill the tub after putting it in position. Wrap the top of the ice with cloth, and then cover the top of the barrel with cloth, old sacks, or paper. Replenish the ice as needed, and empty water from the tub when putting in more ice. If the entire barrel is wrapped with paper (old newspapers will do), the ice will last longer.

Meat, to keep well by this or any other cold-storage method, must be properly handled from the killing to the salting.

A STOCK SHOW IN GUAM

Of a fair in Guam (which, as our readers will remember, is one of our island possessions in the Pacific, acquired after the war with Spain) a traveler writes in *Farm and Ranch*:

"To a person who had visited any of the live-stock shows or large fairs back home this display of live stock would be very interesting—and very different. The Guam cattle and hogs are all smaller than the animals in the States. Very few of the cows are used for milking, for practically all the cattle are used for draft purposes. Many of the cows on exhibit had been driven to town hitched to a bull cart, and later would take the family back to the ranch.

"The carabao [water-buffalo] exhibits would hold the attention of a stranger; for the huge, ungainly beasts, with monstrously large horns and expressions of eternal laziness, would be something new and strange to him. To the native, how-

ever, the carabao is merely a work animal. He is stronger than a bull, and for that reason is better for working in the fields. The carabao is at his best when working in the flooded rice paddies; for he is very fond of water and mud. A great part of his leisure time is spent lying in a stream or mud-hole.

"An example of how the native animals compare with pure-bred stock, and what can be accomplished by breeding up the average Guam product, was clearly shown in the exhibits made by the experiment station. One of the first things that caught the eye of the person who entered the end of the building given over to the station was three cows. Placards displayed in conspicuous places announced the fact that the native cow weighed 400 pounds; the cross-bred (one-half native and one-half Ayrshire), 800 pounds; and the pure-bred Ayrshire, 1,000 pounds. The comparative milk production of these animals was even more startling. The pure-bred gave 22 pounds of milk a day, and the cross-bred 12 pounds; the average native cow gives only 4 or 5 pounds.

"A cross-bred sow (three-fourths Berkshire and one-fourth native), with a weight of 200 pounds, showed the superiority of Berkshire crosses over the average native sow of 110 pounds. A three-quarter pure-bred boar bred by the experiment station and raised on one of the island government farms had a weight of 310 pounds—almost as much as some native cows.

"Strange though it may seem at first thought, there were no horse entries in this fair. The only native-owned horses on the island are a small number of little ponies. They are never used for farm work, and very seldom for riding or driving. Cattle and carabao are the all-purpose animals in Guam."

IMPORTS OF BREEDING CATTLE FOR THIRTY-FOUR YEARS

Data compiled by the Department of Agriculture show the number of cattle of the various breeds imported into this country for breeding purposes from 1885 to 1918. The figures follow:

| | | | |
|---------------------|-------|-------------------|----|
| Guernsey | 8,761 | Brown Swiss . . | 83 |
| Jersey | 5,659 | Dutch Belted . . | 69 |
| Shorthorn | 1,890 | French | 62 |
| Holstein | 1,864 | Devon | 51 |
| Ayrshire | 1,683 | Zebu | 44 |
| Hereford | 798 | Sussex | 35 |
| Angus | 750 | Simmenthal . . | 24 |
| Red Polled | 520 | Highland | 19 |
| Galloway | 504 | Angeler | 14 |
| Kerry-Dexter . . . | 243 | Danish | 1 |

The Easier Way.—An enterprising dealer in electric wares hangs out the sign: "Don't kill your wife with hard work. Let our washing-machine do the dirty work."—*American Legion Weekly*.

COMPETENT STENOGRAPHER

with fifteen years' experience desires position with big Live-Stock Firm. Some knowledge of Bookkeeping. No objection to living directly on the ranch. Address Mrs. S. B. A., 1 Lester Apts., 123 East Seventh South St., Salt Lake City, Utah.

ALBERT LEA

Lighting Systems



Our Latest
Hollow-Wire
**GAS
PLANT**

can be installed in your home for about one-fourth the cost of an electric system. Makes its own gas from common motor gasoline.

Each lamp gives 300 candle-power light. A full line of portable lamps, lanterns, sad irons and stoves always in stock.

Write us for further information.

**Albert Lea Gas Light
COMPANY**

2053 WELTON STREET
DENVER, COLO.

The FAMOUS WATER ELEVATOR for IRRIGATION.

OUR elevators are sold under a positive guarantee that they will handle water with 50 to 60 per cent less power than any pumping system on the market.

We challenge any manufacturer of pumps to equal the performance of the "FAMOUS" Water Elevator.

WRITE FOR CATALOGUE

Manufactured in sizes from 250 to 1200 Gallons per minute on elevations up to 100 feet.

The System of No Regrets 1410 Stout Street
Famous Water Elevator Co., DENVER, COLO.

**Booklets
Folders**
and other
Advertising
Matter

WRITTEN, DESIGNED, EXECUTED
For the Stockman
by the
**CAVALLY
AD Service**
620-622-624
Nineteenth St.
Denver
Artistic Advertising
Attracts Attention

In Reserve.—"Did Angela reject Sammy when he proposed?"

"Not exactly, but she put him in class 5; only to be used as a last resort."—*Life*.

THE WOMAN'S CORNER

THE PRODUCER invites its women readers to send it contributions, ideas, suggestions for this department. Co-operate with us in making the "Corner" just what you want it to be. Address all communications to Editor Woman's Corner, THE PRODUCER, 515 Cooper Building, Denver, Colo.

A WINDOW-GARDEN

[Mabel Compton]

WHEN I STARTED TO MENTION something about a fern once, somebody said: "Why, don't you know that they don't have ferns in ranch-houses?" I confessed that I did not know. But I have been wondering since. If not, why not? Most women are fond of flowers and plants. There are many things one cannot have in the country. But anyone, anywhere, can have a few green, growing things in a sunny window. Nothing better repays the small investment of time and effort; and nothing adds a more effective touch of brightness and beauty, of wholesomeness and refinement, to the house.

So I want to tell you about one farm-house window-garden that I know. It is a south bay window that was originally arranged for a window-seat. But, instead of filling the bench with stuffy, dusty pads and pillows, this young housewife had a shallow galvanized tray made to fit the shelf, and filled it with potted plants. There was a large drooping fern in a hanging-basket, and on the shelf below were smaller ferns, coleus, narcissus, geraniums, and a small pot of parsley and one of mint; for the man of this house had an inveterate appetite for mint juleps—or was it mint sauce with his lamb?—and the wife started her household with the determination never to begin a slipshod manner of serving meals merely because she was going to the country to live and would have her own work to do. The table, she said, was a family institution of far-reaching influence. It was something more than a place to feed—it measured in a large degree the family health and cheer, companionship and manners. So, while there was never any striving after ceremony and style, her table always possessed the inviting appearance that is lent by fresh linens, a small fern or plant, and a sprig of green on an occasional dish. She was a busy woman, too. But she said her attractive table was much more of a rest and recreation than a bother. Everyone was glad to clean up and be orderly at such a table. It was only the family table, of course. She insisted on that privacy.

But we seem to be getting away from our garden. It is usually the case, however, that the ingenious housewife does more than one thing well. So the gay living-room window came to share its brightness and fragrance with the dining-room across the way. And wherever one went in that house there seemed to be a little touch of spring all the year.

LETTER-BOX

Curing Hams and Bacon

I should like to tell the readers of the Woman's Corner how I cured our own hams and bacon this winter. For six medium-sized hams and four sides of bacon I used the following mixture:

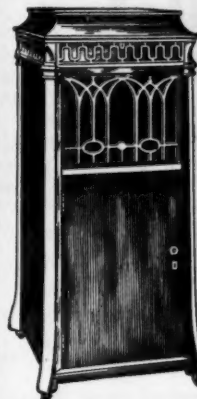
| | |
|----------------------|-------------------------|
| 4 quarts table salt | 4 ounces saltpeter |
| 4 quarts brown sugar | ½ ounce ground cloves |
| 1 ounce baking-soda | ½ ounce ground allspice |

Mix thoroughly and rub well into the meat. Pack the hams in one tub, the bacon in another, skin side down. Sprinkle liberally with the curing mixture. Set aside in a clean, cool place—where there is no danger of freezing, however. After one week change the top layer of

the bacon to the bottom, add a little more of the mixture, and let stand for another week. At the end of three weeks change the hams likewise, and leave for another three weeks.

At the end of two weeks the bacon may be taken out for smoking. But, as you see, it will be six weeks before the thicker hams are ready. We have no smoke-house; so my husband fastened a couple of pieces of joist across a hog-head, and we managed very successfully by suspending the meat from the joists and placing the fire underneath in a very large old frying-pan. Have some ashes in the bottom of the pan, add a small shovel of live wood-coals, and on top of this place a couple of handfuls of corn-cobs, green hickory, or oak chips. Cover the hog-head well with several thicknesses of old worn-out quilts or can-

The New Edison Diamond Disc



is the thoroughbred of Phonographs

The artist's voice or instrument is recorded and reproduced true to life.

No other phonograph or talking machine is capable of this

Mail this coupon and we will send you further information regarding THE NEW EDISON.

Name _____
Post Office _____
R.F.D. _____ State _____

Carl Schultz Piano Co.

141 Broadway, Denver, Colo.

vas, to keep the smoke in and to keep the fire from burning. It must only smolder. There must be very little heat. The fire must be renewed each day for five days in the case of the bacon, and for ten days for the hams.

When the meat is taken out of pickle, it should be washed and wiped dry before hanging up to smoke. After smoking, each piece should be sewed in a bag of thick cotton and hung in a cool, dry place. If directions are carefully followed, you will have the most delicious bacon and hams—very like the old Virginia hams that are decorated with such fancy prices in the better markets.—Mrs. A. V. L.

Scrapple

| | |
|------------------------------|---------------------|
| 1 pig's head | 4 teaspoons salt |
| 4 quarts boiling water | Little white pepper |
| 1 generous pint of corn-meal | 2 teaspoons sage |

Place the pig's head, thoroughly cleaned, in a pot with the boiling water. Cook slowly for three hours, skimming occasionally. Take the head from the pot, remove bones, and chop meat fine. Return the chopped meat to pot with seasoning. When it begins again to boil, add very slowly the meal, stirring constantly until sure no lumps have formed. Cook slowly for two hours, stirring frequently. Rinse a deep pan with cold water, and turn the scrapple out in this. Set away in cold place. After standing over night it is ready for use. Cut into half-inch slices and fry quickly to a light brown.—Mrs. E. W.

DELICIOUS HOME-MADE CANDIES

Divinity

2 cups sugar
 ¾ cup white sirup
 ¼ cup water
 1 teaspoon vanilla

1 cup chopped English walnuts
 Whites of two eggs

Put water and sirup in sauce-pan; add sugar; boil, without stirring, till it threads well. Have the stiffly beaten whites of eggs in a large bowl. Beat the boiled mixture for three minutes; then pour slowly over the egg-whites, stirring constantly. Continue to beat until it begins to harden. Add vanilla and nuts. Pour out an inch thick on lightly buttered tin. When cool, cut in inch squares.

THIS SHALL BE THE BOND

[Marguerite Wilson in Scribner's]

This shall be the bond between us, mate of my heart:

Stir of willow branches where the saplings start

Out of sedgy meadows by the downhill stream

Where the air lies deep in dream.

This shall be the bond between us: Winding in the sun,

In and out from yesterday, till all our days are done,

The free, onward flowing of the full-hearted river

Past reeds that rustle and quiver.

Ache of throbbing heavens torn by bursting storm;

Tang of bitter wood-smoke where our food waits warm;

And the dear, broken music of the hard-driven rain;

And the cold—or thirst—or pain—

These shall be a bond between us unto the end,

And the unknown venture where the singing rapids bend

To the clean, white danger of the foaming rip,

Where our boat must dance and dip.

Ring of the pebbles where the riffles are shallow;

Pleasant culp of quail in the fields long fallow;

And the dawn's quaint chorus out of old delight,

And the sweet-scented peace of night.

Blowing of the merry buds, rosy, blue, and yellow;

Flushing of the wild fruits until they are mellow—

Strawberries, raspberries, and saucy wintergreen—

All rich things heard and seen.

All shall be a bond between us till we are too old

For the high-hearted going; till the tales we have told

Of the long rivers winding from the hills to the sea

Are but mirth and a memory.

For the love of all wild things is warm upon our lips;

The old earth is answered in our clinging finger-tips;

We are growing full-hearted as the rivers grow great—

This shall be the bond, my mate!

THE KIDS' CORRAL

A LIVE DOLL

[Evelyn Stein]

When I was a little girl I played a great deal with my friend Elsie, who lived next door. Of course, we each had a good-sized family of regular dolls, but best of all we loved to dress up and play with our live one. This was our big white pussy-cat, named Jack Frost, who was generally sleepy and good-natured and seldom scratched us. As he weighed fifteen pounds, it was only our largest doll things he could wear; but he would often let us put on a dress, or perhaps tie an apron or cape around him, and then we would lay him in Elsie's doll-carriage, which was almost the size of a real one. He would stretch out on its soft pillow and doze, and sometimes we could wheel him up and down quite a while before he would grow restless.

One summer afternoon, when mother had gone to pay a visit, Elsie brought over her big carriage and work-basket and a few dolls; for hers and mine all needed new clothes, and we were going to sew for them. We had an upstairs porch that was cool and shady; so we took our things out there and worked till we used up all our pieces.

Then we went into mother's room and began to rummage in her closet drawers to see if we could find some more scraps to sew. Presently I opened a drawer in which I saw a pasteboard box, and, on raising its lid, there was some pretty white embroidery. When I lifted it out, it proved to be a little baby dress, with low neck and tiny, short sleeves.

"See!" I cried to Elsie, as I held it up. "Wouldn't Jack Frost look cute in it? I believe it would just fit him!"

"Yes, indeed!" answered Elsie. "I'll go find him right away."

As she scampered off to hunt him, I looked in the box again and found a little embroidered cap also, with wide white strings. Soon Elsie came, tugging Jack Frost in her arms, and between us we slipped the dress over his head, poked his furry paws through the short sleeves, and fastened the three crocheted buttons down the back. It fitted Jack very well, and he looked so funny that we laughed and laughed. Then we tied the little cap under his chin, and took him out on the porch, and laid him on the pillow in the

doll carriage. He seemed sleepy and quite satisfied to doze there awhile.

"Let's not try to wheel him around," said Elsie. "He looks so cunning! We'll just keep the carriage by us while we sew."

We worked a little while, and then I happened to glance at Jack, and saw his round, yellow eyes suddenly pop open and his ears try to stand up, though the cap rather held them down.

"Jack's heard something!" I whispered to Elsie. "Do you suppose there's another cat around?"

Now, just below the railing of our porch was the top of our grape arbor, which was pretty long, and beyond it was the roof of the woodshed. We looked hurriedly around, and in a moment "There!" said Elsie, pointing to the woodshed. Two gray-striped alley cats had climbed on it, and were beginning to growl and spit at each other, with their backs humped up and their tails waving.

Jack Frost especially hated those alley cats, and though his ears, which were very sharp, were covered by the cap, so he had not heard very well at first, he did now; and, before we could say "booh," out he sprang from the doll-carriage, jumped over the porch rail, and landed on top of the grape arbor. He tried to run along this; but, of course, the baby dress kept wrapping around his feet, and twice he nearly rolled off. All the while he was growling fiercely, and clawing and tearing at the dress; till at last, with a terrific yowl of rage, he burst off the buttons and managed to pull himself out of it, leaving it dangling in rags from the grape-vines. He still had on the cap, and bit and chewed at the strings of this as he rushed along the arbor.

It was all so funny that Elsie and I couldn't stop laughing; till all at once we remembered that the pretty white dress and cap were ruined, and I began to wonder what mother would say.

Meantime Jack Frost had reached the woodshed. The cap was hanging around his neck, and the two alley cats drew back when they saw him. I think they did not know what to make of him. But Jack Frost was in no mood to hesitate. He jumped at both of them; and, after about a minute of flying gray fur, there was no other cat in sight but Jack himself, who sat triumphantly on the edge of

the shed roof, licking his paws, and now and then stopping to give a vicious bite to the cap strings.

He really looked perfectly absurd; but neither Elsie nor I laughed, for just then we heard mother on the stairs. She came out on the porch, and from our looks knew in a moment that something had happened. "Why, children," she said, "what is the matter?" Then, following our eyes, she looked toward the woodshed. "Why, what on earth is that hanging around Jack Frost's neck?" she asked. "And what is that white rag on the grape arbor?"

"Well," I stammered guiltily, "I found some baby clothes in your closet, and we dressed Jack Frost in them; and then some stray cats came, and he ran to fight them before we had time to undress him!"

At this mother hurried into her closet and looked in her empty box. When she came out I felt very wicked, for there were tears in her eyes. "Child," she said, "I am afraid you are a very naughty little girl! Those were the things you wore when you were christened, and I had meant always to keep them for you."

I felt pretty sorry when I heard that, though I began to pout and said nothing. The end of it all was that somebody got a spanking. Elsie being a neighbor's child, of course mother could not spank her for her part in it; and, anyway, she said I was the most to blame; and—well, I suppose by this time you have guessed which little girl it was who *did* get spanked!

UNCLE JED AND THE POLAR BEARS

[Evelyn Stein]

This morning, when I went to spend
A while with my old fisher friend,
He patted me upon the head
And said to call him "Uncle Jed."

And then we talked of Eskimos,
And strange, far-northern things he knows.
Not every fisherman who sails
Has been up there and hunted whales.
Like Uncle Jed has! Whalers go
'Way off amid the ice and snow,
And sometimes stay whole years, you know.
He says up north, when it comes night,
Instead of being dark, it's light;
And when it ought to be bright day,
Why, then it's just the other way!
And since the sun don't rightly set,
But acts so queer, the folks forget
When to wake up or go to bed,
And they get all mixed up, he said.

He says up there the little boys
Can't have much fun or make much noise;
There are no shinny sticks nor stones,
But only whale or walrus bones,
And hardly anything around
That one can batter with or pound.
He says I'd have the poorest time,
With nothing but the Pole to climb;
And if I tried to yell or shout,
The shouts would freeze as they came out!
He says, though, I could have a sled

With teams of dogs to drive, instead
Of dragging mine uphill by hand;
And that, I think, would be just grand!
But I would have to live on fat
And whales, and I would not like that!

He says sometimes a polar bear
Will wag his head and stand and stare
At white folks, and won't want to fight,
And sometimes fiercely claw and bite!
He told me once he had a sled,
All upholstered and painted red,
And harnessed to it, he declares,
Instead of dogs, were polar bears!
And they were all enormous ones;
And he would feed them cakes and buns
They like so well. (I know it's true—
I've seen bears eating at the zoo!)
He says it was a pretty sight
To see him riding in his bright
Red sled, and they so snowy white!
But once, when driving on the coast,
They spied some fish, which they like most;
And, just as quick as quick could be,
The bears all jumped into the sea,
And dragged along his pretty sled,
And almost drowned good Uncle Jed!

Indeed, I think, upon the whole,
I wouldn't live too near the Pole.
Except the dog-team and the sled,
And nights I needn't go to bed,
There's nothing else could make me go
Up north and be an Eskimo!

NO POINT

[Exchange]

A funny old man told this to me
I fell in a snowdrift in June said he
I went to a ball game out in the sea
I saw a jelly-fish float up in a tree
I found some gum in a cup of tea
I stirred my milk with a brass key
I opened my door on my bended knee
I beg your pardon for this said he
But 'tis true when told as it ought to be
'Tis a puzzle in punctuation you see

Willie Answered.—A doctor who was
superintendent of the Sunday school in a
small village asked one of the boys this
question:

"Willie, will you tell me what we must
do in order to get to heaven?"

Said Willie: "We must die."

"Very true," replied the doctor. "But
tell me what we must do before we die."

"We must get sick," said Willie, "and
send for you."—Newark Speed Up.



Your Boy
and Girl
Would Enjoy

the health-giving pleasure afforded by a

PANSY

The best bicycle your money will purchase. Call and be convinced.

**THE PANSY MOTOR AND
CYCLE WORKS**

Main 3885 1715 Lawrence Street
Denver's Leading and Reliable Bicycle House

Out of Chaos

The Telephone Company's greatest asset is the co-operation of the public; it is a big enterprise, in the successful operation of which both the company and the people are vitally concerned. As a unit in the great Bell System it is universal in the scope of its service. It has the biggest, hardest work imaginable, for it has as many persons to please as has the President of the United States.

The past few years have been full of perplexing and disappointing problems and conditions. No business organization can be any more perfect than the combined intelligence, sincerity and industry of its human management. A corporation is subject to all the trials and tribulations of the individual, but in an increasing ratio to its magnitude and responsibilities.

There is no avenue of human activity that has not been paved with sacrifice during the past four years; there isn't an individual who has not contributed in some way to the winning of the world's greatest war at discomfort to himself and by voluntary self-denial, and every business organization has contributed its tithe of service. Out of the chaos of the world a new day dawns pregnant with promise of a happier condition of affairs. As you look forward to a more prosperous, brighter era, the Telephone Company looks forward to increased efficiency, better service, and, above all, to pleased and satisfied patrons.

**The Mountain States
Telephone and Tele-
graph Company**

HEREFORD BREEDERS

Fairview Farm

Registered
HEREFORD
Cattle

HERD BULLS—Beau Snell 549584, by
Mousel Bros.' Mighty Beau Mischief;
ably assisted by Anxiety Domino,
by Prince Domino 499611

ERDMAN BROS., Venango, Neb.

Wm. Erdman
C. F. Erdman

[Continued from page 55]

Matadero, as applied to a hide, means one taken off at a municipally controlled slaughter-house. Argentine regulations, as do those of most Latin-American countries, require that cattle whose meat is intended for public sale shall be slaughtered at establishments operated under municipal supervision. These slaughter-houses are called *mataderos*, and are located in all the principal cities of the republic. The stalls are grouped at one point, but are operated by various butchers, each independent of the other, which explains the variance in quality, take-off, and cure to be noted in various lots of hides, all of which may be from the same *matadero*.

The *mataderos* are operated during the night and early morning. The meat is distributed to the retailers when they open in the morning, and most of it is eaten the same day. Practically all of the meat consumed in the cities is supplied by the *mataderos*.

The hides, taken off as they are at night, are apt to be slaughter-cut. One or two of the more progressive exporters have installed their own representative in the *mataderos* to improve the take-off and cure the hides in a manner similar to the *frigorificos*. The hides are taken to the *baraccas* (hide warehouses), fleshed, washed with a hose, and swept and packed; a goodly percentage of fresh salt being used to improve

Prince Domino AND Beau Aster

Hereford Sires
that are making
Hereford History

FULSCHER & KEPLER

"Quality is our aim"

HOLYOKE, COLO.

L. G. Davis Anxiety 4th Herefords

Herd sired by
BEAU CARLOS 2nd,
WYOMING
and other noted bulls.

We now have bred and open
heifers for sale, singly or in
carlots; also few choice
young herd bulls.

1450 Grant Street
DENVER, COLO.

L. G. DAVIS

SARATOGA
WYOMING

their appearance. Hides thus cured are called *typo frigorifico* (*frigorifico* type).

Mataderos also exist in Uruguay, and the hides from the plants in Montevideo are of very good quality. Considerable rivalry exists between the various butchers, and each is keen to obtain the best price for his hides. As a result, their product is well handled.

Campos hides are those taken from cattle slaughtered for strictly local consumption at the various ranches and villages throughout the country. They are naturally not taken off with the same skill as the *mataderos*, nor are they as well cured. *Campo* is the Spanish word for "country," as applied to the rural districts.

BUNNY COMING INTO HIS OWN

How the status of the lowly rabbit has improved of late years is indicated by the following extract from the letter of an Australian correspondent to the *National Provisioner*:

"For many years the rabbit was regarded as a pest, and many millions were spent on fencing and destruction to keep down the numbers. It is curious to notice now that the rabbit is being hailed as the possible salvation of Australia. Ten years ago a pair of rabbits could be purchased at the freezing-works for 10 cents; today in London the skin of one rabbit is worth thirteen times that sum. The value of rabbit exports in 1900 was \$2,500; today it is \$3,500,000 per annum, and the value of the skins exported is over \$5,000,000. In Sydney cold stores there are 24,000,000 rabbits.

"It has been seriously suggested that it will soon be a question whether it will

not be more profitable to breed rabbits than to breed sheep. This, however, is rather far-fetched. But the statement shows the different outlook for rabbits. The demand for skins comes mainly from the United States, which has a large number of buyers in Australia, paying almost any price for skins. Under the circumstances, some interest has been attracted by the announcement from San Francisco that a large increase in the production of rabbits by small holders has been arranged, in order to provide against the great shortage in supplies."

NEW PACKING PLANTS

The Farmers' Terminal Packing Company is about to begin operations at its new plant at Newport, Minn.

Late in January the buildings of the Midland Packing Company at Sioux City, Iowa, were completed, involving an outlay of three million dollars.

The Producer Brings Results

Chariton, Iowa,
February 10, 1920.

THE PRODUCER,
Denver, Colo.

Gentlemen:

Your publication has given me good results, and I have sold all of the sheep that I have for sale just now. When I have more sheep to offer, I certainly will again advertise with you.

Yours very truly,
HOWARD CHANDLER

HEREFORD BREEDERS

Painter Herefords

Our herd consists of 800 Registered Herefords.
Quality as good as the best. Prices always reasonable.
Our specialty—Car lots of Top Range Bulls.
Your orders solicited

JOHN E. PAINTER & SONS
BOGGEN, COLO.

Hereford Corporation of Wyoming

STRONGLY BRED

**Anxiety
Herefords**

Over 1,500 in the Herd

Box 876, Cheyenne, Wyo.

25,000 acres devoted to HEREFORD breeding. The Grand Champion Wyoming Fairfax heads our herd.

Foundation cows imported direct from England. Choice Registered Breeding Herefords for sale. See us or write

Denver Office
715 E. & C. Bldg.

CHANDLER STOCK FARM HEREFORDS

HERBERT CHANDLER, Proprietor
BAKER, OREGON

DeWitt's Herefords

SIRE IN SERVICE
MISCHIEVOUS JR.—PRINCE IMPERIAL

T. F. DE WITT

Farm 9 miles from Denver

1550 Ogden St., Denver

Johnson Bros. Herefords

Gay Lad 12th 395804 heads our herd. Sire of the first prize car of yearling heifers that sold for \$1,000 per head.

Gay Agnes, sold to O. Harris & Sons for \$6,650, was top female sale at Denver show.

Write us for further information

JOHNSON BROS., Eagle, Colorado

Columbine Herefords

HERD BULLS

BEAU BLANCHARD 5th 511788
DON STANWAY 701018

The latter purchased at Denver sale for \$3,500

A. CHRISTENSEN, Eagle, Colorado

"Mischief Mixer"

One of the greatest sons of
Mousel's Beau Mischief, at

"ROLLING ACRES," Littleton, Colo.
GEORGE W. BAKER, Proprietor

BEAU BLANCHARD HEREFORDS

JESSE ENGLE & SONS, Sheridan, Mo.

HARDY HEREFORDS

ANXIETY#4TH Sires:

Wilbur Mischief, Prince Hermosa 2d, Lord Oswald

THE S. L. W. RANCH CO., Kersey, Colo.

H. E. Witwer, President

J. A. Milham, Superintendent

Two Sons of Beau Mischief

Now ready for inspection.

268371

One three, the other six years old. Real herd header propositions. Guaranteed right in every way.
Priced very reasonably for quick sale.

Write us your wants.

L. A. BURSON, Morrill, Neb.

AUTOMOTIVE SUPPLIES

Acme Rubber Co.

Phone Champa 3970
319 SIXTEENTH STREET
Denver, Colo.

STOCKGROWERS

Save your TIRES by proper repair work. We employ experts only in our Repair Department

Call or write for price list on repairs

E. R. Cumbe, Pres. J. W. Billow, Secy.

"Rugged—Traffik—Cord"

Federal Tires

FEDERAL RUBBER TIRE WORKS CO.

1614 BROADWAY, DENVER
21 years in the Tire business in Denver

The Famous Worm-Drive

COLEMAN

The incomparable worm drive is guaranteed for the full life of the Tractor.

The cheapest three-four plow tractor built—cheap because it is few in parts, built to wear.

Write for full particulars.

Coleman Tractor Sales Company
Dan M. Kershner,
Manager

1544 Court Place, Denver, Colo.

BEEF PRODUCTION IN A NEW COUNTRY

Professor Robert Wallace, delivering an address recently to a special animal-husbandry class in Edinburgh University, Scotland, said that, in extending the industry of first-class beef production to a new country, perhaps the most important asset in foundation stock was the constitution of common, slow-maturity, native females acclimatized to local conditions, and consequently possessed of the inestimable merit of being able to live and

multiply, and resist the overpowering influences of numerous diseases and blood-sucking parasites to which well-bred, early-matured, unacclimatized cattle were extremely prone to succumb. The humped black-skinned zebu of India and other tropical and semi-tropical regions fitted in successfully with the pale-skinned, superior-fleshed, early-matured cattle of Europe, which have had a hard fight for existence in equatorial climes.

Yet, in defiance of all sound experience, Professor Wallace went on, as quoted in the *Pastoral Review* of Melbourne, soft, carefully nurtured Shorthorn heifers from the north of England, to be followed by Ayrshires and other home-bred cattle, all equally unsuitable, were being sent as foundation stock at great expense to the Balkans—a rough, mountainous tract of country, infested with cattle tick, where the majority of the animals are most likely to die without breeding. The mistake was regrettable, as the finest two-year-old foundation stock for the purpose, in practically unlimited numbers, almost certain to live even in Balkan conditions, was available at about one-tenth of the price (exclusive of carriage) from Mexico.* Such animals, landed during the summer months and bulled with pedigree British bulls before distribution to the Balkan people, would have calved during a time of plenty in 1920, as against a starvation mid-winter calving time for the animals then on the way out from Great Britain.

*To this statement of Professor Wallace we must take exception. Mexico does not possess "unlimited numbers" of cattle suitable for the purpose. Even if she did, they would not be "available at about one-tenth of the price." Besides, they could not be brought out and transported across the ocean under present conditions.—Editor.]

PIGS IN CHINA

As in Ireland, so in China, the pig is a domestic pet. A conservative estimate of the number of pigs raised in China each year would be 100,000,000, says the *London Meat Trades' Journal*.

At night the hogs are inclosed in a room, usually next to that of the owner's living-quarters, the floor of which is paved with tile or brick. Sometimes a corner of the living-room is fenced off for the sow and her family. The floor is usually kept very clean—which is not difficult, as a pig is the cleanest of animals if given a chance to keep so. The aver-



TenEyck

MOTOR CO.

Chas. H. Ten Eyck

We are the people to handle your next repair job.

Dodge, Hudson, Paige, Buick Service of which we are specialists

We repair all makes of autos and weld all metals

815 BROADWAY
Ph. South 1099 Denver, Colo.

"Viz-Spark"

The greatest improvement in spark plugs since the introduction of the internal combustion motor.

Write us for detailed information regarding the operation of this wonderful spark plug with the visible-jump-intensified spark.

The
Standard Auto Accessories
Company
714 Eighteenth St., Denver, Colo.

Since 1903

Phone Main 4088



AUTO AND TRACTOR
Radiators

REPAIRED AND CLEANED

Distributor for Flexo, Aero and McKinnon Cores. Tinned thruout and guaranteed the best at a moderate price.

1331 Broadway, Denver, Colo.

age hog in China is raised on clean food and is not a scavenger.

But the Chinese butcher can still give lessons in trickiness to his occidental colleague. Some of the butchers in Canton have an interesting method of injecting water into the hogs just after they have been killed and bled. The carcass of a hog may be increased by several pounds by thus watering the meat. It is difficult to detect such meat until it is eaten. It has a poor flavor compared with normal meat, and will not cure well.

FARMS AND RANCHES

600 Acres

within 5 miles
of State Capital building,
for sale.

Adjoining city limits on the southwest, and in district where many tracts have recently been sold to live stock owners. Land suitable and desirable for cattle business. Has irrigation water with over 400 acres now in cultivation. City water mains on Federal Boulevard for one and a half miles along west line of property. Also electric current for light and power. Frame farm buildings, granary, corrals, etc. The only large tract with water within easy distance from the Denver markets. We will be glad to show you this place by appointment at any time. For price, terms and full particulars apply to

Lyons & Johnson

1020 Fifteenth Street
Denver, Colo.

9,000 ACRES

Situated eight miles from city limits of Pueblo, along smooth, fertile valley, within one mile of three railroads. Character of soil excellent for all kinds of grains or fruit; fully 85 per cent favorable for cultivation. Valuable for grazing or stock-raising. Inclosed in good three and four-strand barbed-wire fence. Good spring for stock water. Attractive proposition for any large cattle company. Price \$10.00 an acre. Reasonable terms.

GEORGE H. BURNS

304 Gas and Electric Building, Denver

Stock Yards Snap

160 ACRES

Irrigated, only 2 1/4 miles to Denver Stock Yards.

Seven-room house, barns, corrals, fine artesian well, 50 acres alfalfa. Easy terms.

Price \$30,000

J. T. Fredericksen Inv. Co.

321 Symes Building, Denver, Colo.

Choice 200-Acre

Improved, Irrigated

Platte Valley Farm

Nine miles from Denver Union Stockyards. Excellent for stockraising, feeding or dairy farm. Cement road. Terms.

PRICE \$150 AN ACRE

R. F. FERGUSON,

934 17th Street, Denver, Colo.

Money to Loan

We loan our own funds and guarantee you prompt service on farms and ranches. Call or write for rates and terms.

**The Eastern Colorado
Farm Loan Company**

410 First Nat. Bank Bldg.
Denver Colorado

RANCH—CATTLE

3 ranches, 840 acres in all. Home ranch, good improvements, with orchard and garden; lower ranch, fair improvements, 40 acres timothy and clover; gathering pasture of 320 acres all under ditch, 40 acres in alfalfa; best summer and winter range in U. S.; 400 head mixed cattle and 100 calves; 10 head of horses; hogs; chickens; two sets farming implements. Owner retiring on account of age. Can be handled with little money.

Price \$50,000

Edwin P. McCrimmon

710 Eighteenth St., Denver, Colo.

1,630-Acre Foot-hill Stock Ranch

Located on Lincoln Highway; fenced and cross-fenced; fine trout stream runs through the place; timber and shelter for stock; 80 acres under irrigation, now in hay; free water rights; six-room house, water and lights; large stock and hay barn, horse barn, stock sheds, corrals; beautiful location. **Price \$12.50 pr. acre**

E. F. PEIRCE

206 Temple Court Bldg., Denver, Colo.

1920 Acres

Sections 33,
34 and 35,
located 30

miles southeast of Federal building; fenced; complete set of buildings. Box Elder Creek passes thru center section 34. Along creek are a number of living springs which afford abundance of water for cattle all season. Fully 400 acres will grow alfalfa without irrigation. Soil conditions good. We own this property and offer for immediate sale at

\$50,000

The Gagan Land Co.

1st Nat'l Bank Bldg., Denver, Colo.

R. L. CLOW

LAND OFFICE

1513 Stout Street Denver, Colo.

60-year pioneer of Colorado; 43 years in the land business. Thousands of satisfied clients. The father of the genuine rainbelt, which has never been known to have a crop failure; 21 years at 1513 Stout street. Tell me your land wants. The choicest dairy and farming section of Colorado. Farms from \$12 to \$50 up per acre. Many cases include stock, crops and implements. Sizes from 160, 320 to 80,000 acres. Moderately and well improved Elbert and Douglas county specials. Terms from one-fourth to one-third cash. Let your wants be known.

If you don't see what you want on this page write these advertisers—they have many more farm and ranch bargains. They may have just what you want

28 Years in Denver

Reynolds, Covey & Reynolds

**FARM LANDS
AND RANCHES**

We specialize in Kiowa Valley Lands of which we are the owners.

625 Exchange Bldg.

Denver, Colo.

1,120 Acres Well Improved

growing lots of alfalfa and corn, 960 acres additional pasture under lease. Close to railroad town, 20 miles from Denver stockyards; excellent grass, spring water, good shelter. Must sell to close estate.

Price \$28,000

If larger proposition is wanted can obtain 3,000 acres adjoining.

WALTER W. OLMSTED

608 Ideal Building
17th and Champa Sts., Denver, Colo.

THE SPICE BOX

He Could Prove It.—JOHNNY—"These pants that you bought for me are too tight."

MOTHER—"Oh, no, they aren't."

JOHNNY—"They are, too, mother. They're tighter'n my own skin."

MOTHER—"Now, Johnny, you know that isn't so."

JOHNNY—"It is, too. I can sit down in my skin, but I can't sit down in my pants."—Boys' Life.

New Threat to the Poor.—CHAR—"Sorry to inform you, mum, as I sha'n't be able to come no more."

LADY—"And why not, Mrs. Bouser?"

CHAR—"Can't afford it, mum. Me 'usban' says if I earns any more money 'e'll 'ave to pay income-tax."—London Punch.

Table Manners.—MISTRESS—"You don't seem to know about finger-bowls, Norah. Didn't they have them at the last place you worked?"

MAID—"No, ma'am. They mostly washed themselves before they came to the table."—Life.

Accommodating.—"How many nights a week do you want out?"

"How many do you, ma'am?"—Life.

Another Substitute.—One of the Texan friends of Representative Cooper met him the other day. "You smoke, don't you?" he asked.

"Sometimes," said Cooper.

"Take this," remarked the Texan. "This is something like a cigar."

Cooper took the weed, lighted it, and puffed three or four times.

"Yes," he assented, "this is something like a cigar. What is it?"—New Orleans Lawyer and Banker.

Preserving His Dignity.—DAUGHTER—(having just received a beautiful set of mink skins from her father)—"What I don't see is how such wonderful furs can come from such a low, sneaking, little beast."

FATHER—"I don't ask for thanks, dear, but I really insist on respect."—American Legion Weekly.

Unfortunate Introduction.—AUNT NEL-
LIE—"Well, Bobby, dear, did you see Santa Claus this time?"

BOBBY—"No, auntie; it was too dark to see him, but I heard what he said when he knocked his toe against the bed-post."—London Tit-Bits.

Spoke Too Soon.—"If you had it to do over, would you marry your wife?" the visitor asked his host.

"You bet," came the quick reply.

The wife stepped quietly in. "You would not," she said.—New York Evening Post.

THE GHOST

[James W. Owen in New York Times]

I woke one night from a dream of fear,
For I saw the ghost of the profiteer.
It smiled at me and gently said:
"Be calm; I am not, really dead.
I stroll about at night to seek
A friendly face or a victim meek."

I gave the vision a stony stare,
And saw it had the landlord's hair,
The lawyer's mouth, the doctor's nose,
The butcher's cheek, the merchant's clothes,
The deacon's figure, tall and thin,
And the farmer's whiskers on its chin.

And when it spoke I thought the tone
Sounded a wee bit like my own.
"What humbug thing are you?" I said;
And then at once the vision fled.
But it answered me with a backward
glance:

"I am just the fellow that has a chance."

D. S. Wageley & Co.

STOCKS—BONDS
INVESTMENT SECURITIES

Bought—Sold—Quoted

Our statistical department is most
complete and at your service

MAIN 7986 MAIN 7987
709 COLORADO BUILDING
DENVER, COLO.

Stocks, Bonds

We are prepared to quote prices on any
security traded in anywhere. If it is on
the market we can get you a quotation
either to buy or sell.

Our Statistical Department will take
pleasure in answering your inquiries re-
garding any securities. We specialize in
High-Class Texas Oils.

GILL & COMPANY

521 Cooper Bldg., Denver
Phones Champa 567 and Champa 13

ERNEST L. WHITE

Oil Stocks
Investment Bonds
General Insurance

556 Gas and Electric Building
Phone Main 2360
DENVER COLORADO

LIVE TOCK LOANS

Our Specialty

Always
at Your
Service



Tell Us
Your
Needs

214-215 Boston Building
Denver, Colorado

Insure! Fire Losses are appalling. Thieves will take
your Automobile. Protect yourself against these dangers
by insuring with

JONES INSURANCE AGENCY FRED C. JONES, Proprietor
202-3-4 TEMPLE COURT BUILDING, 15th and CALIFORNIA STREETS
Main 3448-3449 Denver, Colo.

Farmers and Stockmen

ROPE. Manilla or Sisal for Farm Use and Halters,
large or small size. Silk Manilla for Lariats in
coils or cut any length. We can supply you at once

The Weston Mfg. & Supply Co.

Write for prices. 1936 Speer Blvd., Denver Colo.